
PETER, PAUL & MARY: JET AGE FOLK

INT'L SECTION BEGINS ON PAGE 67
On January 31st, 2 minutes and 40 seconds of The Andy Williams Show have been reserved for you.

That's when Andy will be doing his new single, "Can't Help Falling In Love!"
Millions will be watching. And after they've seen Andy, you'll be the one they'll be seeing next.

On Columbia Records
The Music Business Economy Is Strong

The music business should not readily fear that a more or less official notice that the U.S. economy is growing at a slower rate will put a damper on its own growth pattern. While there is already evidence that the consumer is reducing his buying power in the area of luxury and/or leisure-time goods (e.g., cars, radios, phonos and color TV) the sales of recordings and tapes are experiencing a continuing boom. Of course, the music business cannot totally disengage itself from a slower growing economy than was the case a year ago, especially when, as the Electronics Industries Association has just reported, November sales of phonos were down 15.4%; radio sales slipped 16.9% and TV sales decreased 19.1%. These leisure-time entertainment units, of course, are bound to cut-in in one way or another on the sale and exposure of pre-recorded product.

The sales of disks and tapes in 1969, however, set new highs, a condition which was reflected in one form in the Recording Industry Association of America’s recent tally of gold record awards for the year. The RIAA reported that 93 LPs and 64 singles were certified as gold sellers for a record total of 157 awards. From the standpoint of unit volume, there is a greater flow of albums that sell two million copies and singles that sell above the three million mark. We believe that 1970 will prove another banner year for the music business even as the Government wages its war against inflation without, hopefully, inducing an economic recession. When the music business catered to an older audience the outlook would have been bleak, indeed, for luxury items such as records and tapes. But, the main market today is younger and more likely to regard the purchase of its favorite acts in pre-recorded form as hardly a luxury but, in their view, very much a necessity. Unless the economy is really crushed, it’s likely that today’s youngsters will continue to rely heavily on disk and tape purchases as they slice their purchasing power pie. Also of importance is the influence of today’s music business in the general area of entertainment. It’s no longer a spin-off or somewhat isolated medium of entertainment; far from it, for the impact of the music business is strikingly apparent in the motion-pictures that make money and the apparel that determines the fashions of the day. So much of what succeeds today in show business and other areas has its admitted origins in the world of music. Another important factor is the number of “live” talent packages that constantly expose the talents of disk acts.

At this point, the success of a music business company is more likely to rest on the acceptance of its product rather than on the state of the economy.
Jennifer

WE'RE NOT GONNA TAKE IT from "Tommy"

The Bards

OUR LOVE

4 New Potential Hits!

Z Z Top

SALT LICK

IN THE LAND OF THE FEW

by the Love Sculpture
This is just one more reason why Eddie Holland named his company Hot Wax
TV Gives Funds, Chambers’ Audience
For A Free Southern Concert Series

HOLLYWOOD — The Chambers Brothers have turned to the fund-raising decision to subsidize a series of free concerts throughout the South, as well as other areas, to help young black performers.

The new venture, an offshoot of the last Chambers Brothers tour, is being handled by Lawrence-LaMarr Productions, a newly formed enterprise. The group’s manager, Brothers manager Charles LaMarr and Mayhew, are behind the decision.

Initial show of the projected irregular series was held and taped in Fayette, Mississippi last month, before an audience of local people. Although the Chambers did not perform, black and white local acts who were on the show paid, because, according to LaMarr, the shows will be selling tickets for money.

Although the Chambers have been involved with other televised free concerts, all produced by Lawrence, the new show, which is called “Certron’s Gospel Music,” is designed to “bring the music to the people that helped create it and now need it most.” Additional dates in the series include Bermuda (Mar. 21), Memphis (May 19) and Atlanta (Sept. 7).

Mayhew Named To Head Certron’s Music Firm

NASHVILLE — Yet music man Aubrey Mayhew, a member of the newly-organized Certron, a newly-established music division of the Certron Corp., a California firm whose principal business is the blank tape field. Under the new setup, all musical ventures, including the sales of new labels will come under Mayhew’s direction and be headquartered in Nashville.

Mayhew, 38, is successor to Certron president Edwin Garnett “Sonny” Mayhew, Jr., who is involved in other musical activities and who, in addition to Certron, is chairman and president of the new Tye Records label.

Mayhew’s first move is the establishment of Certron Records, which will be a joint venture with a subsidiary record company that is under the direction of James Klein, former artist and business manager for the late Frank Sinatra, and George Jones. The Companies will function independently of the disk firm, to serve the music business.

Certron entered the music field in Sept. 1964, with Vivid Sound, an export company tape line, and followed with the Falcon, Sanglow andBrono labels, all in the Mexican field, in July 1965. In Sept. of last year, the firm bought Recordiland, U.S.A., the San Antonio record service and distributor (now known as Certron) and also operates a rack and distribution house in Los Angeles. Mayhew will be directly involved in the distribution of records and will also handle all sales and dis- tributional endeavors to augment Certron’s own facilities.

“We’re actively seeking new artists and new writers,” Mayhew said. “Since our main thrust is in the field of music—country, pop, jazz, classical, gospel, Latin—there are many artists and writers in all fields who will be given every opportunity to come with us.”

No Lorber Lawsuit

NEW YORK — There has been no lawsuit commenced against Alan Lorber Productions by the producers of the “New York” show, as reported last week in Cash Box. Alan Lorber Productions Inc. is the publisher of the show, and all recording rights have been recorded to that group.

Kapp Contemporary Look Nixed

Johnny Musso has been named general manager of Kapp Records, reports Harry Garfield, MCA vice president, and the label’s executive VP. Musso joins the MCA division following a tenure as general manager of Atlantic Records west coast operations. It’s understood that Syd Gold- berg, who previously ran Kapp, is leaving the MCA organization.

The move adds additional emphasis to Kapp’s plans for the overall construction of virtually a new label, one that is contemporary in look, evidenced by the new executive’s background in the industry, and further enhanced by Musso’s role in the corporate promotion of Atlantic.

Musso, who joins Kapp this Monday (26) will operate from new headquarters in the Hollywood area for “concerts” and to encourage an “open door” policy. He will coordinate his activities with Garfield and VP Gil Rodin, both of whom are based in the MCA Tower on the Universal lot, where Musso will be temporarily housed.

“ar for some time Kapp has been identified with a continuing flow of prestige recordings, primarily in the area of country and middle-of-the-road,” said Garfield. “The record industry of today is changing fast, thriving best with an abundance of product differentiation.”

Born in Cleveland, Musso entered the record field with independent RCA division. Decca Records, following his discharge from the U.S. Army in ’61. For the next two years he served the firm’s branch as a promotion and sales employee.

In late 1960, he accepted an offer from Bernart and Conduit Distributors in the same city, where he labored as a local promotion man for three years. During his stay there, he formed an enviable reputation representing such labels as ABC-Paramount, Liberty, and ironically, Aco and Temo as Sales Manager for the distributorship.

Musso’s next move was the established promotion firm, whichblanketed the entire midwest and included many of the leading labels of the day as clients.

In January of 1966, he accepted a lucrative offer from Imperial Records, to move to the West Coast as National Promotion Manager. At Imperial, major performers broke through for Imperial due, in part, to Musso’s promotional process. They included The Hollies, Cher, Johnny Rivers and Buckie Belthanyi.

Atlantic retained him in February, where he was appointed Vice President of National Promotion as General Manager. His responsibilities included the coordination of local and regional promotion. At last month’s Gavin convention, Musso was named Billboard’s Western Regional Manager of The Year, resulting from his efforts in behalf of the Atlantic labels.

and Gil Rodin with new logo.

Epic Singles Score

in Pop & Country

NEW YORK — Epic Records is offering a varied bill of fare in chart action, which has placed its singles in the top 10 with “Thank You,” while the Bill Wyman’s bluesy ballad, which started off at No. 14, is now on strong thanks to Epic’s faith in the disc, and eventually, the pop/ country hit, “My Elvis Dreams,” in the Top 10, with Epic’s new comer, Tommy Cash’s “Six White Horses” and Jimmy “I Know You Baby,” Tommy is the brother of Johnny Cash.

One way in which Epic hopes to build for the future, is by continuing to promote singles under the direction of A&R director, Larry Cohn, who toured the world and Canada, and is elevated to the executive writers, artists and indie producers.”

Cash Box — January 31, 1970
**Companies Issue Financial Reports**

**Capitol Ind. Net Is $5-Mil Over 6 Mos.**

LOS ANGELES — For the fiscal first half year ended Dec. 31, 1969, Capitol Industries, Inc. earned a net income of $5,368,403, a common share, on sales of $95,483,000.

During the comparable period last year, the firm earned a net income of $3,738,000 or 94¢ per share, on sales of $93,500,000.

The average number of shares outstanding during the six months ended December 31, 1969, was 6,168,640, compared against 4,168,000 during the comparable period last year.

Earnings for the fiscal year ended June 30, 1969, were $6,312,000, or $1.13 per share, on sales of $133,100,000.

Capitol Industries, headquartered in New York, has traded on the American Stock Exchange. The firm's major subsidiaries are Capitol Records and Audio Devices.

**Viewlex Sales, Income Show 6 Month Increase**

NEW YORK — Sales and earnings increased for Viewlex, Inc. for the six month period ending Nov. 30, 1969, compared with the similar period last year. Ira Julliard, a standing member of the board of the firm, is the company chairman.

For the six month period, the firm's sales totalled $6,922,571, a 10.2% increase over the $6,250,000 reported last year. Net income rose 12.6% to $1,160,000, compared with $1,022,724.

Earnings per share rose 11% to 24¢ per share, compared with 22¢ last year. Sales to the period climbed to 251,000 compared to 229,000 for the same period last year.

David Handler, president of Viewlex, said that it would appear that in recent months the nation's economy generally, including retail sales, has registered a slowdown which is expected to continue into the current quarter. "However, with various factors working in its favor, the company fully expects to show continued substantial growth in both sales and earnings during the balance of the current fiscal year."

**3 Brun Directors Hold Bruno Posts**

NEW YORK — Richard J. Harris, Arthur Saroff and Jack Silverman have been named to the board of directors of Brun International Records, Inc., as well as sitting on the board of directors of Brun International Records Tape Corp., the newly-established wholly-owned subsidiary of Sam Goody, Inc. The firm is the successor to the industry's first record label, WEA.

Richard M. Ross, president and chief executive officer of Novo, said the appointments were made to strengthen the board's ties with the European market and to solidify the label's position in the educational/communications field.

**F.O.R.E. Advisory Board**

SAN FRANCISCO — The Fraternity of Recording Executives (F. O. R. E.) is completing membership of its Honorary Advisory Board, according to Pres. E. F. G. Bemis, of Bemis & Bemis, Inc. Members confirmed so far include Stan Goodrich, Jerry Wexler, Don Dunedin, Producer, EMI America, Hal Neely, Marty Ostrom and Bob McNally. In another development, the association, through Hoxse Wilson, entertainment chairman, will put together a meeting of music executives and top talent sometime in March in a city yet to be decided upon.

**Cordell Is Acting Gen. Mgr. Of NATRA**

NEW YORK — Lucky Cordell, assistant general manager of radio station WQXR-FM, has been named executive secretary of the National Association of Television & Radio Announcers (NATRA). He replaces Del Shields, who has resigned from the organization.

**HEAVY GOLD — for the heavy Latin-rock group, Santana, was presented to them at a recent Fillmore concert in the form of their first gold album. Making the presentation backstage at the sell-out concert was Clive Davis, president of A.J. Billings, sister.”**

**Millan To Roulette In New Creative Post**

NEW YORK — Mort Millan has joined Roulette Records in the newly-created position of director of advertising and public relations for the trade and consumer press and the creation of Radio and television commercials. He will work closely with Sonny Kirsch, director of national sales and marketing, and Juggy Gayles, promo chief. Millan reports directly to Levy.

**Shain Leaves Tetra To Form Own Label**

HOLLYWOOD — Don Shain has left his post as director of A&R for Tetra— grammaton Records to form his own label, as yet unnamed. Shain is currently in negotiations for major label distribution.

As assistant to former Tetra president Artie Mogull, Shain was active in all facets of the company, from contract negotiations to production and promotion. He was involved in the marketing, Radio and television commercials. The publishing arm of Tetra, was also under his direction.

Since joining Tetra in 1963, Roger has been the director of all RCA's catalogued recordings. Hall has been responsible for the recording careers of such artists and ensembles as Artur Rubinstein, the Boston Symphony, Arthur Fiedler and the Boston Pops, the Philadelphia Orchestra, Seiji Ozawa, Andre Previn, the Guarneri String Quartet, the Wallfisch siblings, Milnes and Luciana Berio. He has further emphasized RCA's position as a total record company with numerous recordings of contemporary works and highly acclaimed productions as the New York City Opera's "Julius Caesar," "Saul," and "The Daughter of the Regiment." He also serves as a director of EMI, the parent company, he produced two albums, "Music From, Che," composed and conducted by Lalo Schifrin, and the soundtrack from "The Chairman," composed and conducted by Lalo Schifrin, and the soundtrack from "The Chairman," composed and conducted by Lalo Schifrin.

**Pair Form Dionysian**

HOLLYWOOD — Dionysian Records has been formed here by former TV producers John Kaye and Norman Silver, along with Appian Music (BMI) as a publishing subisid. First act signed to the new label is the Legend, a new rock group who the pair considers "the next big thing."

Kaye and Andersen, who formerly produced the L. A.-based Lohman & Buckley television show for NBC, also plan to produce a feature, "Marcus Some Begin," later this year.

**1st From Al Records**

HOLLYWOOD — First release from newly-formed American International Records will be Les Baxter's arrangement of "Strange Sounds From Dunwich," from the original soundtrack to "The Dunwich Horror."

The LP, subtitled "Music From, The Devil's God, will be released in early February through Transcontinental Entertainment Corp, distributors.
THERE'S ONLY ONE "CONVERSATIONS" WORTH LISTENING TO!

"CONVERSATIONS" 732619

FLORENCE HENDERSON

Produced by: John Walsh
Published by: Maribus Music, Inc.

INCREIBLE NEW EXCITEMENT ON DECCA RECORDS
A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.

<table>
<thead>
<tr>
<th>% OF STATIONS</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
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<tbody>
<tr>
<td><strong>86%</strong></td>
<td>Bridge Over Troubled Waters — Simmon &amp; Garfunkel — Columbia</td>
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<td>86%</td>
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<td><strong>43%</strong></td>
<td>Travelin' Band — Creedence Clearwater Revival — Fantasy</td>
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<td>93%</td>
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<td><strong>41%</strong></td>
<td>Never Had A Dream Come True — Stevie Wonder — Tamla</td>
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<td>41%</td>
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<td><strong>38%</strong></td>
<td>I've Gotta Make You Love Me — Steam — Fontana</td>
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<tr>
<td><strong>35%</strong></td>
<td>Who'll Stop The Rain — Creedence Clearwater Revival — Fantasy</td>
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<td>83%</td>
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<td><strong>33%</strong></td>
<td>The Thrill Is Gone — B.B. King — Bluesway</td>
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<td>93%</td>
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<td><strong>30%</strong></td>
<td>Always Something There To Remind Me — R.B. Greaves — Atco</td>
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<td>83%</td>
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<td><strong>20%</strong></td>
<td>He Ain't Heavy, He's My Brother — Hollies — Epic</td>
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<td><strong>28%</strong></td>
<td>Ma Belle Amie — Tee Set — Colossus</td>
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<td><strong>26%</strong></td>
<td>Evil Ways — Santana — Columbia</td>
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<td><strong>25%</strong></td>
<td>Didn't I Blow (Blow Your Mind This Time) Delfonics — Philly Groove</td>
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<td><strong>24%</strong></td>
<td>Shades Of Green — Flaming Ember — Hot Wax</td>
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<td><strong>23%</strong></td>
<td>Psychedelic Shack — Temptations — Gordy</td>
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<td><strong>22%</strong></td>
<td>The Rapper — Jaggar — Kama Sutra</td>
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<td><strong>21%</strong></td>
<td>Heartbreaker — Grand Funk Railroad — Capitol</td>
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<td><strong>20%</strong></td>
<td>Something's Burning — Ken Rodgers &amp; 1st Edition — Reprise</td>
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<td><strong>19%</strong></td>
<td>New World Coming — Mama Cass — Dunhill</td>
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<td><strong>18%</strong></td>
<td>Honey Come Back — Glen Campbell — Capitol</td>
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<td><strong>17%</strong></td>
<td>My Elusive Dreams — Bobby Vinton — Epic</td>
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<td><strong>16%</strong></td>
<td>Good Guys Only Win In The Movies — Mel &amp; Tim — Bamboo</td>
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<td><strong>15%</strong></td>
<td>Oh What A Day — Dells — Cadet</td>
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<td><strong>15%</strong></td>
<td>Rainy Night In Georgia — Brook Benton — Cotillion</td>
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<td><strong>14%</strong></td>
<td>House Of Rising Sun — Frijid Pink — Parrot</td>
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<td><strong>13%</strong></td>
<td>Walkin' Thru Country — Grass Roots — Dunhill</td>
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<td><strong>12%</strong></td>
<td>Won't Find Better — New Hope — Jamie</td>
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<td>23%</td>
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<td><strong>11%</strong></td>
<td>A Little More Time — Chairmen Of The Board — Invictus</td>
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<td>49%</td>
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<td><strong>10%</strong></td>
<td>Breaking Up Is Hard To Do — Lenny Welch — Commonwealth United</td>
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<th><strong>TOTAL % TO DATE</strong></th>
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<tr>
<td>Got To See If I Can't Get Mommy Back — Jerry Butler — Mercury</td>
<td>Moon Walk — Joe Simon — Soundstage 7</td>
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<td>God Only Knows — Vogues — Warner Bros./7 Arts</td>
<td>Won't Find Better — New Hope — Jamie</td>
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<td>The Bells — Originals — Soul</td>
<td>Keep On Doing — Isley Bros. — T Neck</td>
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<td>Shilo — Neil Diamond — Pang</td>
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<td>If I Never Knew Your Name — Vic Dana — Liberty</td>
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</table>
Boy meets girl. They fall in love. They are very happy. But then they quarrel. They part. And they are sad. Still, there are other boys (and girls) to meet... and to love... and wild is love!

A story in songs. Patti Drew sings them, with feeling; with the excitement that she brings to music. Capitol has planned extensive merchandising and advertising for Patti, and her album... ...for a happy ending.
Dinner Event To Mark NARM's Scholarship Presentations

PHILADELPHIA - The NARM Scholarship Foundation has announced the receipt of three additional contributory scholarships, which will be presented at the Foundation Dinner on Monday, March 23, during the association's annual convention at the Radisson Hotel, Bal Harbour, Fla. They will be among the group of 10 NARM Scholarships to be awarded in 1979. The scholarships are the Marvin G. "Mac" McDermott Scholarship, the Ralph Boardman Scholarship, and the Billboard Scholarship which was previously announced scholarship which will be presented this year in the Virginia Hitt Morrison Memorial Scholarship.

The Transamerica companies, Liberty/UA Records and Musical Isle of America, have established the McDermott Memorial Scholarship, in memory of Mac McDermott, a veteran of the record business who died this last. Al Bennett, president of Liberty/UA, a personal and long time business associate of McDermott's chose this way of honoring his memory. Other memorial scholarships in the Foundation are the Ike Kilayman Memorial Scholarship (The Kilayman Family, donors); The Harry Schwartz Memorial Scholarship (Schwartz Family, donors); The Jake Friedman Memorial Scholarship (Friedman Family, donors); Al Green Memorial Scholarship (Irving B. Green, donor); Virginia Jaffee Morrison Memorial Scholarship (Morrison Family, denuding under the name of Gus Ariete Memorial Scholarship.

Randy Wood, president of Runwood Records, has presented the Runwood Records Scholarship. The Lois and Arthur Low Foundation is the scholarship donor.

The Runwood Records Scholarship is added to those mentioned above, two family scholarships have been presented by the Smedresman Scholarship (Jack Grossman and Warren Rossman, donors), and the Family Scholarship (Jerri Blaine, donor).

The NARM Scholarship Foundation Dinner, will mark the first time the annual scholarship presentations will be made at an evening dinner function. The recipient of the scholarship award winners, Danielle Isherwood, Scepter Records recording artist/director, and an A & M Records recording artist/director, will be present at the scholarship presentation. The concert ensemble will include a 31-piece orchestra and a group of dancers.

The Foundation Dinner will see the presentation of the RIAA plaque for AMC Records, which will be presented to the Company for being the first black student who is affiliated either as an employee or the child of an employee of a company in the music industry or related to the music industry.

Wagner, Merenstein To Ampex Disk Promo

NEW YORK - Ampex Records has announced that Wagner has been named promo coordinator, responsible for the promotion of the coast and national coordination for all Ampex disks. Ron Merenstein has been named west coast sales director.

The new promo coordinator, Ampex, comes to Ampex from RCA Records, where he was southern division promotions director. Before joining Ampex, Merenstein was artist relations director for Capitol Records in Hollywood and handled national promo for Dunhill Records in New York for five years.

Smedresam To TMA As Creative Dir

NEW YORK - Len Smedresman has been named creative director at The Music Agency, Ltd. He will supervise and coordinate creative functions for all accounts, including creation and production of radio spots, record covers, trade ads, merchandising presentations, and other promotional vehicles. He will also be involved with underground and college press and radio media. He will report directly to Jack Low, president of The Music Agency, Ltd.

Smedresman formerly served as assistant director of public relations for ASCAP, where he was instrumental in developing a younger image for the old-line performing rights organization.

Smedresman comes to The Music Agency from Ampex Stereo Topes, where he was assistant and sales promo manager.

The Music Agency, Ltd. located at 888 Eighth Ave., functions as an ad and promo agency for several major record and publishing accounts.

Valando Moves Up At Metromedia

NEW YORK - Arthur Valando has been appointed west coast general manager of metromedia music in this new capacity he will retain his present duties and responsibilities as west coast general professional manager of Metromedia Music Publishing firms, which include Valando Music Inc., and Sunbeam Music Inc., and will assume the additional responsibility for Metromedia Records as west coast A&R administrator.

Valando will be the division's west coast representative for all master purchase evaluations as well as the auditioning of new talent format.

Julio Aello will assist Mr. Valando as well as retain his present position as western national sales and promo manager.

Sherman Single Turns to Gold

NEW YORK - "La La La" by Metromedia's Bobby Sherman has been certified as a million seller single by the RIAA. This is the second gold single and comes only two months after the certification of "Little Woman," his debut single for Metromedia. The LP, "Bobby Sherman," currently riding high on the charts, is fast approaching the million dollar level required for RIAA's nod for a gold record.

Sherman, the star of ABC-TV's "Here Comes The Bride," with two gold singles and his hit LP together with his current appearances, is very much in favor with America's teen populace. Also, his new single, "Easy Come, Easy Go," ships this week and a second LP is being prepared for late February release by his record producer, Jackie Mills of Wednesday's Child Productions.

Changing Partners

HOLLYWOOD - In a unique label switching arrangement, London Records will donate Andre Previn from RCA Records to CBS for the Los Angeles Philharmonic, to conduct a "Travatorio" album.

Larry Cohen's Wife Dies

PHILADELPHIA - Linda Cohen, wife of Larry Cohen, national sales and promotion manager for the Les Paul of Jazz Records, died here last week of cancer at the age of 22. The couple had been married a year. Funeral services were held in Philadelphia this past weekend.

Kenton To Mail-Sell Deleted Capitol LPs

HOLLYWOOD - In an unusual deal, Capitol Records has given Stan Kenton mail-order rights to Kenton product that has been deleted from the catalog.

Kenton, feeling that rack jobbers are not interested in stocking product which is not entering to the music tastes (Kenton's albums were always aimed at the sophisticated, discriminating audience), but noting that he gets worldwide mail requests for his old product, has formed The Creative World Of Stan Kenton to re-issue and market his unavailable albums.


Alperin To New Liberty/UA Post

HOLLYWOOD - Liberty/UA has named Howard Alperin as manager of sales for all deleted Liberty/UA product. Alperin also handle other duties assigned by firm's executive vice president Ron Blesdow, to whom he reports. Alperin is a 16-year industry veteran, ten of which were spent handling all phases of sales and production for Jules Bihari's Custom Records-manufacturing. He was also national sales manager for the Alshire label, and he joined Liberty/UA in 1966 as national sales manager for the company's Sunset division.

New Chess Distrib

Chess Records has added A. & I. Record Distributing Co., Inc., out of Cincinnati, Ohio as a distributor. The record company, in addition to the Chess, Checker, Cadet, Cadet/Concept, Head and Neepaube labels.

Jackson Joins Buddah

NEW YORK - Buddah Records has added Robert Jackson to Siddartha Press, the company's internal public relations arm. Jackson's responsibilities will include planning and coordinating publicity campaigns and the production of sales, contests, press releases, and special events and campaigns for artists and labels distributed by Buddah. Formerly Jack-
We're pleased
to report that The Exiles
have found a home.

“Louisville smash now a hit in Milwaukee.”
That's what Bill Gavin said, and now it's gone
from Top 10 in Milwaukee to Top 10
in Washington.
Kal Rudman—Friday Morning Quarterback—
says, “King of the Secondary Markets—Sleeper!”

“Church St. Soul Revival.”
Produced by Tommy James and Ritchie Cordell.
Coming your way next.

On Columbia Records®
Capitol, ABC Set Oldie Push

HOLLYWOOD — Capitol Records and ABC Records, taking note of the renewed interest in oldies by kids, have each announced plans for a ‘golden oldie’ singles series.

Under the title “Super Oldies,” Capitol is adding 40 singles to its Starline series on Jan. 26. A special counter merchandiser, equipped with divider cards, has been designed to hold as many as 130 of these “Super Oldies.” The package, which will be supported by trade publication ads and numerous in-store displays, includes such classics as the Beach Boys’ “Good Vibrations,” the Seekers’ “Georgy Girl,” Kyo Sakamoto’s “Sukiyaki,” and disks by Peter and Gordon, the Band, the Letterman, Judy Miller and Dakota Staton.

The ABC series, being issued on the ABC/Treasure Chest label, includes such gold disks as Ray Charles’ “I Can’t Stop Loving You” and ‘Crying Again.’

FORWARD ADDS DISTRIBS

HOLLYWOOD — Two new distributors have been named by Forward Records, a division of Transcontinental Records headed by Sal Licata. Representing the label in Buffalo is Best Distributing, while the new distributor in Memphis is Hot Line, with both firms beginning handling Forward’s five new January releases immediately.

DON'T CRY DADDY
ELVIS PRESLEY
RCA
ELVIS PRESLEY MUSIC
B-6-6 Music

WITHOUT LOVE (THERE IS NOTHING)
TOM JONES
PARROT
Progressive Music

MEMORIES/TRACES MEDLEY
LETTERMAN
Elvis Presley Music

(THERE’S ALWAYS SOMETHING TO REMIND ME)
R. B. GREAVES
ATCO
Ann-Rachel Music
Blue Sea Music
Jac Music

(IM SO AFRAID OF LOSING YOU) AGAIN
CHARLIE PRICE
RCA
Hill & Range Music
Blue Crest Music

CAMELLIA
MARTY ROBBINS
COLUMBIA
Nana Music
Wendeveille Music

RUBBERNECKIN’
ELVIS PRESLEY
RCA
Elvis Presley Music

(CALL ME) NUMBER ONE
THE TREMENDOUS
EPIC
Nana Music

REFLECTIONS OF MY LIFE
THE MARMALADE
LONDON
Nana Music

THE ABERBACH GROUP
241 West 72 Street, New York, N.Y.

‘PRETENDERS’ PAPERBACK TO PUSH ALBUM BY RENE

NEW YORK — Joe Rene has concluded negotiations with N.A.L., the large paperback company, for an April release of the paperback edition of the best-seller, “The Pretenders,” in conjunction with a new campaign for Rene’s album, “Music to Read the Pretenders By.” As part of this co-opt, the composer-arranger-conductor-producer has secured the back cover of the paperback booklet, sub-titled the LP on the Philips label. Initial printing of the paperback is 1 million copies. Rene has also re-serviced a single from the LP, “If You Pretend,” by the Joe Rene Complex.

THEME. Tommy Roe’s “Sheila,” “Sweet Pea” and “Dizzy.” Lloyd Price’s “Scanger Lee” and “Personality” and Danny and the Juniors’ “At The Hop.” Also in the new line, which will feature back-to-back hits, are disks by the Royal Teens, Barry Mann, the Impressions, Brian Hyland, Steve Lawrence, the Elephants and B. B. King.

CASADY JOINS AMOS AS PROMO DIRECTOR

LOS ANGELES — Bill Casady has joined Amos Records as national promotion director. In his new post, he will be coordinating all recorded promotional activities for the label with the local promotion managers and distributors as well as independent regional personnel. He will also function in the areas of artist relations and press and publicity activities.

Prior to joining Amos, Casady was head of national promotion for Warner Bros.-Seven Arts and Reprise Records.

In addition to his duties at Amos Records, Casady will also be responsible for the national promotion of the LHI label and its artists, which Amos administers. Casady will also function in the area of promotion and publicity in behalf of Amos Productions-owned artists, such as Kenny Rogers, Terry Williams and The First Edition, Duane Eddy.

Casady will soon launch a nationwide promotion tour which will include meeting all of Amos’ distributors and key promotional personnel. He will join the tour, Casady will kick-off a national campaign for Frankie Laine’s debut single for the label.

SKY FLIES CAPITOL

NEW YORK — Capitol Records has just penned singer/songwriter Patrick Sky to an exclusive recording contract. Sky formerly recorded for Vanguard and Verve/Forecast. He has played concerts at Town Hall, Carnegie Hall and the Astor Club. He has just completed his second tour of England and was the only American performer invited to the Cambridge Folk Festival.

FAMOUS NAMES SILK

NEW YORK — Famous Music Corp. has appointed Stanley Silk as production manager. He will be responsible for coordinating all facets of production involving both record and tape product.

Silk joins the company after 12 years in production management at Kapp Records. Prior to that he was associated with both Decca and Warner Bros., in production as well as other service areas in record manufacturing.

1 GOOD GUYS ONLY WIN IN THE MOVIES
(Capitol/Patchouli — BMI)
Bobby Vee (Bamboo 159)

2 SHILO
(Tyranoid — BMI)
Neil Diamond (Bing 575)

3 JOHNNY B. GOOD
Johnny Winter (Columbia 4-02058)

4 TICKET TO RIDE
(Marvin — BMI)
The Carpenters (ADAM 1142)

5 HEART BREAKER
(Stonebook — BMI)
Grand Funk Railroad (Capitol 2732)

6 MR. LIMOUSINE DRIVER
(Boo — BMI)
Grand Funk Railroad (Capitol 2691)

7 MY CHERIE AMOUR
Ramsay Lewis (Cedet 5662)

8 COME SATURDAY MORNING
(Famous — BMI)
Sandpipers (ADAM 1134)

9 OH WELL (Pt. 1)
Fleetwood Mac (Reprise 0883)

10 MALTESE MELODY
(Rocset — BMI)
Hollywood Alp & Trujana Brass (BAM)

11 TAKE HER BACK
(Peanut Butter — BMI)
Jenni (Forward 125)

12 I LOVE YOU
(Certa & Renzo — BMI)
Country Store (CA 189)

13 NEVER GON’ BACK TO GEORGIA
(Gordon — BMI)
Blues Magos (ABC 11250)

14 CHURCH STREET SOUL REVIVAL
(Criss Cross — BMI)
The Evils (Columbia 44972)

15 A THING CALLED LOVE
(Ocato — BMI)
Ed Ames (RCA 0296)

16 KEEP ON DOIN’
(Tripel 3 — BMI)
Isley Bros. (T-Neck 914)

17 IN & OUT OF LOVE
(Crito — BMI)
Bobby Vee (Liberty 56149)

18 SHE LETS HER HAIR DOWN
(Moonbeam — ASCAP)
Don Young (Bing 574)

19 WABASH CANNONBALL
(Peir Ort — BMI)
The Nashville Brass (RCA 97865)

20 JE TAIMME
(Monkey Morning — BMI)
Jane Birkin & Serge Gainsbourg

21 HE MADE A WOMAN OUT OF ME
(Green Ice — BMI)
Betty LaVette (Silver Fox 17)

22 IT’S BEEN A LONG TIME
(Great Assorted — BMI)
Betty Everett (Uni 55174)

23 ROCK & ROLL MUSIC
(Seth Goy — BMI)
The Frost (Vanguard 35105)

24 COME & GET IT
(McNeir — BMI)
Badfinger (Apeil 1815)

25 JUST A MATTER OF TIME
(Eden — BMI)
Sindy Ames (Capitol 2700)

26 HOLLY GO SOFTLY
Cornerstones (Liberty 56149)

27 CRAZY ANNIE
(Blacketwood — BMI)
Eve Sands (ADAM 1157)

28 I’LL BE WITH YOU
The Saints (Decca)

29 GOD ONLY KNOWS
(Herring — BMI)
Vogurs (Reprise 0887)

30 SPIRIT IN THE SKY
(Evans) — BMI
Norman Greenbaum (Reprise 0886)

31 COMING HOME
(Threat Delton/Citation — BMI)
Deanes, Barrie & Friends (AFL 6725)

32 I’VE Gotta HAVE YOU
(Bending, Weil — ASCAP)
Faron (Cess 2306)

33 STAY AWHILE
(Rogert — BMI)
Jerry Vale (Columbia 45043)

34 BABY, MAKE IT SOON
Flying Machine (Congress)

35 THERE YOU GO
(AMPO — ASCAP)
Frunomay (Proba 476)

36 MR. BUS DRIVER
(tall Burton Music — BMI)
Neal David (Dover 278)

37 OOKIE FROM MUSKOGEE
(Blue Book — BMI)
Mester Haggard (Capitol 2626)

38 LOVE IS FOR THE TWO OF US
(Exit, Exit — BMI)
Kipper & Roja (BMI)

39 GAMES PEOPLE PLAY
(Street — BMI)
Della Reese (Acaplay 4515)

40 DOWN IN THE ALLEY
(Promising — BMI)
Romi Hawkins (Collinsion 44060)

41 TO THE OTHER WOMAN
(Williams, No Exit, Roja — BMI)
Donnie Duke (Canyon 28)

42 CATWALK
(Arden — BMI)
Vince Plowman Choir (Abbott 2010)

Cash Box — January 31, 1970
"The Maltese Melody"
Herb Alpert and the Tijuana Brass
From "The Brass Are Coming"
A & M #1159
SP #4228

A PRODUCT OF THE A & M PHONOGRAPH RECORD COMPANY
New Additions To Radio Playlists

A broad view of the titles many of radio's key Top 40 stations added to their "Playlists" last week.
The Raiders' new single is either their first or their thirteenth.

It's called "Just Seventeen." (4S.45012)
A song written and produced by Mark Lindsay. With a sound so totally different from anything they've ever done before that it will probably make everyone start counting all over again.

On Columbia Records *
NEW YORK — Four executive promotions have been made at NMC Corporation in a step to keep pace with its expanding activities in the entertainment industry. NMC of oasiside, New York, is a leading rack jobber and distributor of phonograph records, tapes, and accessories, and owner of several record labels.

Maxwell Friedman has been elevated from the post of vp to executive vice president. His responsibilities include the coordination and overall supervision of all NMC operations. Friedman has been with NMC since its inception.

Ted Shapiro, who joined NMC in 1981 as treasurer, will also hold the additional post of vp of national accounts. He will be responsible for NMC's rapidly expanding record rack business.

Before joining NMC, Shapiro served as assistant to the president of ABC Records. His entertainment industry experience also includes nine years as assistant treasurer and director of international operations of Kapp Records.

Carl Post, formerly national sales manager, has been appointed vice-president-national promotions. His responsibilities include national record promotion and tape promotions to NMC racks and non-racked accounts. Post has been with NMC since its inception. He has also been associated in sales positions with Capitol Records, Crown Records, and RCA Records.

Sam Kline has been promoted to vice-president-special projects and international operations.

Rounding out the management team, Gerald Schwartz retains the position of controller.

Leonetti To RCA

HOLLYWOOD — RCA Records has signed singer Tommy Leonetti to a one-专辑thon deal as an artist and producer. Initial project from Leonetti will be production of the soundtrack for the upcoming movie "Premarriage," for which he wrote the score.

Leonetti also has plans to produce singles and albums for himself and other artists out of Sydney, Australia, where he has signed a recording/distribution deal with RCA Australia, and tourist promotion and video shows. He formerly was signed to Decca.

Audio Fidelity To

Record Moog Concert

NEW YORK — Audio Fidelity Records, Inc. will spend a minimum of $45,000 on a world premiere recording of the Moog Concert, at Carnegie Hall on Friday, January 30th. The program will include jazz, rock, classical and pop selections. Audio Fidelity is planning an extensive promotion to support the album which will be released shortly after the concert.

The Moog, named after inventor Robert A. Moog, is an electronic "synthesizing machine" which can recombine virtually infinite sounds and combinations of pitches, timbres and other qualities of music. It can be electronically controlled, and can be "played" like a piano or guitar, or used in combination with other instruments.

Dorsey Burnette Has Joined Condor

WITH

"The Magnificent Sanctuary Band"

WATCH FOR THIS SMASHER!

CONDOR RECORDS • 6725 SUNSET BLVD. • (213) 466-5431

London Prepares For New British Wave

NEW YORK — London Records is gearing up for another multi-artist invasion from England and has already set the wheels in motion for a barrage of ambitious promo efforts. Artists on the London family of labels about to swoop down on American shores include Ten Years After, on Deram; The Moody Blues, on Threshold; Savoy Brown, on Parrot; Tom Jones and Engelbert Humperdinck, both on Parrot; Keef Hartley, on Atlantic; and John Mayall, on London, who has a large amount of previously unreleased material in the catalog.

Ten Years After commenced its latest U.S. tour with a series of major stage concerts, beginning February 13 at Bowdoin College in Maine. Fillmore East is also on the docket for February 27-28 in the tour which runs through April 2. The Moody Blues open February 27-28 at Philadelphia's Academy of Music, carrying through for a minimum of four weeks with appearances at the Boston Garden, March 5; Fillmore East, March 6-7; Keef Auditorium, St. Louis, March 8 and other dates on the West Coast, to be announced shortly.

Savoy Brown, which will be making their first major U.S. tour, opens at Fillmore East February 28-29, with other dates to be disclosed shortly. The Mayall tour begins in February, as does Keef Hartley's second U.S. jaunt in recent months. Hartley is a former Mayall drummer.

Tom Jones careers to the U.S. for his annual Copa date on April 2, following which he'll play a special testimonial dinner by the Friars Club on April 17th. Beginning April 20, he'll open his "Four Great Geeks" date at the International Hotel in Las Vegas.

Humperdinck's tour plans call for a date at The Riviera Hotel, Las Vegas, May 18-20; the Latin Casino, Camden, N.J., June 19 to July 2. This will be Humperdinck's first series of dates in America since he commenced his own TV show for ABC-TV this month.

Increase Records Formed By Watermark

HOLLYWOOD — Increase Records has been formed as a division of Watermark Records, Inc. by artists L. A. — Hawaii entertainment and media production organization headed by Tom Jacobs, along with Pete Johnson and Eric Pelizzo. The trio recently produced, wrote, and directed the highly successful and widely acclaimed "History of Rock and Roll" for HBO General Radio. The albums, set for simulcast on that network February 27, will be distributed by Chess, using the Increase logo, as part of a non-exclusive, long-term agreement. The "History of Rock and Roll" has taped rights to the series.

Increase A&R director Jere Brian has outlined an initial release, separate from the GRT deal, of six albums by April, including a sophisticated stereo-radio-style production of the Jack Margolis, Richard Clapton book, "A Child's Garden Of Grass," this is the first property acquired under an unusual long-term and GRT has tape rights to the series.

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In the growing tradition of other truly talented artists presented by our label to the world of recorded music during the 1960's

Monument Record Corporation takes immense pleasure in beginning a new decade dedicated to artistry with the introduction of Dale Van Horne our next Super Star

Initial Release/"She'll Never Find Her Way Back Home" 1182 Available Jan. 19, 1970

Dale Van Horne is A New Reason Why Monument Is Artistry
CHICAGO — Mercury Records and Jerry Butler's Fountain Records have signed a production agreement for three albums to be produced by Butler and released by Mercury. The agreement is the first of its kind between a major label and a producer.
The New Spirit

...is Capitol, is Angel, a whole new idea. In Advertising. In Merchandising. In Sales. Pop and Classics. Together—for the first time in one high-spirited campaign to launch the music of the 70’s. The kicker: two unique albums—one Pop, one Angel, each at a special preview price. Two exciting promotions: 26
uncommon talents — to name a few: Joe South, Steve Miller, Pink Floyd, The Sons, Jacqueline du Pré, Christopher Parkening, Lorin Hollander, Seiji Ozawa. On Capitol or Angel...or both. It all starts today. Your spirited Capitol or Angel sales rep (or both) will be appearing with full details.
IN THE TRADITION OF THE NEW SPIRIT

**Capitol:**
- David Axelrod
- The Edgar Broughton Band
- Grand Funk Railroad
- Guitar Jr.
- Hedge and Donna
- Mississippi Fred McDowell
- Pink Floyd
- Linda Ronstadt
- The Bob Seger System
- The Sons
- Joe South
- Steve Miller Band
- John Stewart

**Angel:**
- Augustin Anievas
- Daniel Barenboim
- Serge Baudo
- Grace Bumbry
- Aldo Ciccolini
- Jacqueline du Pré
- Mirella Freni
- Rafael Fruhbeck de Burgos
- Lorin Hollander
- Gwyneth Jones
- Seiji Ozawa
- Christopher Parkening
- Aleksander Slobodyanik

Now together on two low priced New Spirit albums.
WE COULD SAY
a swinging, out-of-sight, stupendous, super, fantastic,
next number one single

OR WE COULD SAY
here comes Bobby Sherman's third gold single in a row
but we won't.

We'll just say, Bobby's new single is titled

"EASY COME, EASY GO"

and let it go at that!

BOBBY SHERMAN

METROMEDIA RECORDS, 1700 BROADWAY, NEW YORK, N.Y. 10019
It sounds like a Utopia, which it really is,” says Earl McDaniel, station manager of KGMB-Honolulu, describing what it’s like to broadcast from our fictitious state. In the case of KGMB, the Utopia is made that much more pleasant by the knowledge that the 3,000 watt station is number one in every survey taken of the Hawaiian market. This is a considerable achievement when one considers there are almost two dozen other stations in the state—all of them vying for the attention of the 800,000 residents and more than a million tourists who visit the islands yearly.

We are not middle of the road, we are all over the road,” explains McDaniel, and this policy of ‘total entertainment’ is undoubtedly one of the prime factors in the success story of KGMB. “We have a personality format station,” says McDaniel, “which can plan anything from a Sinatra hit to a Beule hit. But basically, we program a song based on its merit. It may be by an artist who has never had a hit before or it may be a record which is not on any of the charts but we’ll play it if we think it is right for our sound. We’re interested in music which is appealing to the listener. We’re selling entertainment in those things.”

The other things include news broadcasts which are composed by a staff consisting of 23 newsmen who are paid their constant disposal. There is an entirely separate staff with the sole responsibility of developing features and editorials. The latter are concerned almost exclusively with subjects of interest to the local community and seldom touch on national issues, except as they might affect the Hawaiian area. KGMB reaches the air if and when it happens and there is no time limit on newscasts. There is always an opportunity for listeners to call in with news stories they feel are important. The storm warns attention, KGMB will interrupt their regular broadcasting to allow the caller to go on the air directly. Recently, a listener called to report that there were no Christmas trees at a party for underprivileged children. Within minutes after his message was heard, the station had donated and were on their way to the party.

At a time when many radio stations are undergoing more or less regular changes of format, KGMB has a roster of disc jockeys who have been with the station for many years. “The length of time they’ve been with us,” says McDaniel, “has a lot to do with their involvement in the community, which brings in a wider and fuller view of the audience.” The discjays are given a play list which is “extremely broad and encourages us to play from it anything they want, provided it contributes to the station’s overall policy: continuity of sound.

The Hawaiian area has the same broadcasting problems as any other markets, according to McDaniel. But there are a few exceptions—several stations which feature Filipino programs and two which broadcast to the islands’ Chinese audience. Still, there is one all-talk station and three disc jockeys.” I wish the rest of the country could all come and live in Hawaii,” said McDaniel. “Because we really don’t have any problems here.” And he smiled when he said that.

STATION BREAKS:

Congrats to Lou Boudreau of WGN-Chicago on his election to baseball’s Hall of Fame. New program director at WRAP-Northfolk, Va. is Jack Holmes. Dick Kurlander named producer-director at WJKY-TV, Cleveland. WGBS-Miami will be official radio voice of Baltimore Orioles in South Florida starting this season. Dick Tracy has been added to executive staff at KYA-San Francisco in the new post of sales manager. Herb Brinberg newly appointed assistant general mgr. at KVI-San Diego. Joe Thomas has joined the KVI-San Diego staff. WROX-Framingham, Mass., wound up its Salvation Army Christmas fund drive with total of $3,800 raised for the needy . . . CKXL- Calgary, Alberta, helped raise more than 2,000 toys for underprivileged kids in their Santas Anonymus campaign.

KBPT-TV, San Francisco, to begin year long study, “Ecology: The Crisis of Survival,” with weekly news broadcasts on that subject . . . New appointments at WKNR-Dearborn, Mich., include Frank Murren as acting general mgr., and Pat Norman, general sales mgr. . . . Veteran Denver announcer Gene Price is latest addition to staff of KHOW-Denver . . . Tex Winter appointed as national color analyst of Washington basketball team, now appears with KVI-San Diego’s Bob Robertson after each Husky broadcast.

WJWT-TV, Cincinnati has premiered with new trade name, “Ecology: The Stadium” contest to choose a name for city’s soon-to-be-completed stadium . . . Taft Broadcasting has selected 3,000 for entry in 2000-a-day contest. WLIW, New York, has begun promotion of its new WLIW Sound Show . . . Congratulations to Bwana Joe of KYA-San Francisco for ace performance at the National Country Music Festival . . . WBIJ, Chicago, has landed a $15,000 account with Commercial Middle East. KNX-TV, Los Angeles, in association with USC, to be simulcast on KNX-FM commencing Feb. 2.

Big Retailers Seen Coming To Radio

NEW YORK — Use of radio by large retailers increased 27% in 1969, according to a survey of 70 merchants conducted by the National Retail Merchants Association. The survey was presented by newspaper columnist Earl Wilson (center) while Merv Griffin looks on.

GET READY TO TESTIFY FOR MARY MAGUIRE

Student Panel For WLS

CHICAGO — WLS-FM will set up an advisory panel composed of two students from each of the Chicago-area colleges. The aim will be, according to station general mgr. Craig Bowers, to promote a dialogue between the station and its audience. Since much of our audience is composed of college students, we have asked them to share their ideas with us. The panel will advise the station on much of its programming, with particular regard to music, public service and news. One of the first tasks of the panel will be creation of an anti-pollution task-force at the campus to help the station in its attempts to alert the public to the menace of environmental pollution.

Elliott Score On CBS

NEW YORK — One time jazz star Don Elliott has created an original musical score for “Summer Is Forever,” a CBS Playhouse tv special for young audiences scheduled for telecasting January 24 at 4 p.m. A former 15es player with George Shearing’s quartet, Elliott achieved his highest commercial recording triumph. The aim will be, according to a novelty-jazz single and album. In recent years, he has devoted himself almost exclusively to composing music for radio and tv commercials.

WRC To Air Editorials

WASHINGTON, D.C. — An editorial unit has been formed by WRC-TV in Washington, D.C. and Byrnon Rush, former newscaster at the station, has been named manager, editorial services.

WRC will begin airing editorials regularly within the next few weeks. They will deal with problems affecting the greater Washington area, including the District of Columbia, Maryland and Virginia. The station plans to make time available for candidates representing opposite viewpoints, or for new issues and divergent viewpoints, according to Tom Farrow, general manager of the WRC station.

People Records artist Kim Weston (center) with Buddy Lowe (left) of Tijuma, Mexico Station XERB and Compton (Calif.) High School president, Craig Westman (right), pose back stage with some of the Compton High students following ceremony honoring Mike Weston. Her record, "Lift Every Voice and Sing" is played over the school's P.A. system every morning before classes begin.
BELL RECORDS
A Division Of Columbia Pictures Industries, Inc.
proudly announces the signing of
THE 5th DIMENSION

Their First Single On The Bell Label
"THE DECLARATION"
Bell 860
Production and Sound by BONES HOWE
**Picks of the Week**

**SIMON & GARFUNKEL** (Columbia 45079)
Bridge Over Troubled Water (4:48) (Charring Cross, BMI — Simon)
Set in parable, this love ballad carries a two-level interpretation as shown by the visual accompaniment used in the recent Simon & Garfunkel telefilm special. Garfunkel's magnificent vocal performance and the material should make this one of the band's biggest singles yet. Flip: "Keep the Customer Satisfied" (3:23) (Same credits)

**THE GRASS ROOTS** (Dunhill 4227)
Powerhouse production gives the Grass Roots a new dimension in their sound for the team's latest outing. Side is a. compelling ballad replete with a full orchestral backdrop for a soaring lift behind "Growin'" lyrics. Top forty dynamite. Flip: "Truck Drivin' Man" (2:59) (Trousdale, BMI — Counce)

**BOBBY VINTON** (Epic 10576)
Call Me (3:16) (Putnam, BMI — Franklin)
Following a long absence, Aretha returns with a black-Bacharach sound filled with emotional ballad vocals. Side should have the side resonating with sales. Slow, slightly sentimental ballad, is a stunning vehicle for reentry into the pop/rock charts. Flip: "Son of a Preacher Man" (3:14) (Tree, BMI — Vinton)

**ARETHA FRANKLIN** (Atlantic 2706)
Walking in Wilkins) ARETHA BOBBY WILLIAMS latest. As ASCAP charts. This hand picks Bobby Vinton borrows country material and a taste of C&W instrumentation to come up with a vibrant new visage. First side from the artist in nearly a year, this excellent ballad should boom into rock and R&B charts. Side features among the best of the artist's biggest: Flip: "Over & Over" (3:12) (Feather, BMI — Vinton)

**KENNY ROGERS & THE FIRST EDITION** (Reprise 0888)
Something's Burning (4:00) (B-N-B, ASCAP — Davis)
Another taste of Nashville runment for the charts is turned into a powerful ballad by the R&B "Rømøe" crew. Grand vocal work and an instrumental that builds behind the scene give this new track a bright prospect for teen and adult programming. Flip: "Momma's Waiting" (3:25) (First Edition, BMI — Williams, Rogers)

**THE Clique** (White Whale 338)
Sparkle & Shine (2:15) (Big Big, BMI — James, Cordell, King)
First hand of Tommy James (in composition and production) is felt on this new winner from the Clique. Concerto won in "the Crimson & Clover" vein, this new outing should prove a solid top forty item. Flip: No info included.

**JANIS JOLYN** (Columbia 45080)
Try Just a Little Bit Harder (3:54) (Ragmara, BMI — Ragovoy, Taylor)
Hardly sounding like her wild self, Janis Jolyn comes across with a less frenetic, more instrumental that highlights her vocal expressiveness more by its presence than its anger. Working with some outstanding material from the recent past, this side adds another winner to her steady flow. Flip: "One Good Man" (4:14) (Strong Arm, ASCAP — Jolyn)

**RAIDERS** (Columbia 45082)
Just Seventeen (3:49) (Shorn, BMI — Lindsay)
Forsaken by both Paul Reverie & Mark Lindsay, the Raiders move into action with this new outing. Side is brilliant with leaving them a step closer to their "Pink Putz" altar ego. Blending AM and FM teen taste-tempters, the group has a winner as its first "solo" outing. Flip: No info included.

**THE BAND** (Capitol 2705)
Rag Mama Rag (2:59) (Canaan, ASCAP — Robertson)
Still riding the crest of "Up on Cripple Creek," the Band come back with a country-funk side from their latest LP. Side has the rhythmic enthusiasm and sound appeal of their last hit and the team's new momentum to support sales even more. The Unifed "Little Servant" (4:15) (Same credits)

**OHIO EXPRESS** (Buddah 160)
Love Equals Love (2:58) (Peer Int'l, BMI — Carter, Alquist)
Each time the Ohio Express has moved in a new direction, the group has broadened its audience, and this new alteration in sound promises to bring the team extraordiary results. Moving into the area formerly tagged by Tommy James and Paul Mesmer, the L. P. shows a consistent and entertaining mix of dynamic flair. "Pearl in the (2:08) (Kaleidoscope, ASCAP — Bengt-

**AL MARTINO** (Capitol 2746)
Can't Help Falling in Love With You (2:15) (Gladys, ASCAP — Weiss, Peretti, Creagh)
In the running with Andy Williams' version of the same song, Al Martino enunciates the melody along a richer vocal backdrop. Sparkler, with less of the top forty action styling, to snare MOR exposure. Flip: No info included.

**ANDY WILLIAMS** (Columbia 45094)
Can't Help Falling in Love (2:40) (Gladys, ASCAP — Weiss, Peretti, Creagh)
In the running with Andy Williams' version of the same song, Al Martino enunciates the melody along a richer vocal backdrop. Sparkler, with less of the top forty action styling, to snare MOR exposure. Flip: No info included.

**Choice Programming**

**THE AMERICAN DREAM** (Ampex 1061)
I Ain't Searchin' (3:05) (Fiction, BMI — James, Johnson)
Another of Andy Williams' recently mentioned hit singles, this side should gain momentum for a run on the best seller charts. Flip: "Sweet Memories" (3:00) (Acuff Rose, BMI — Nashville)

**EDDIE FLOYD** (Stax 0060)
California Girl (3:39) (East/Memphis, BMI — Jones, Floyd)
Taking slight departure from his recent stylings, Eddie Floyd stirs a whole new emotional recipe in this excellent ballad track. Written by Floyd and Booker T. who also produced the side, comes on with impact formerly re-

**GRAND FUNK RAILROAD** (Capitol 2732)
Heartbreaker (4:05) (Storybook, BMI — Fermer)
Two other singles from the group's latest LP. Grand Funk Railroad to the attention of audiences along with their LP; now the act comes up with the right combination of power and top forty subtlety to bring home a heavy seller to build their teen reputation on. Slow, mighty ballad with a pulverizing impact. Flip: Full 6:30 version.

**THE JAMES GANG** (BlueSway 61033)
Mental Timebomb (3:39) (Atlantic, BMI — Ragovoy, Schuman)
Having stirred action with their album and recent single, the James Gang come with a side that has the same force. With the sales lists with teen audiences in AM and FM circuits. Pulsing rhythm material is heightened by a power-packed performance. Flip: "Take a Look Around" (3:35) (Stone Rag, BMI — Walsh)

**BRYAN HIYLAND** (Uni 55193)
Could You Dig It (2:26) (Trousdale, BMI — Hyland, Shannon)
Stepping out of his fixation on older material, Bryan Hyland uses his talent on a superb one of the growling-geol with highly contempla-

**BOBBY WOSSACK** (Minit 32093)
Arkansas State Prison (2:56) (Arcane, ASCAP — Morrison)
A brilliant merger of fine guitar with the rattling steel of a hammer makes up the title track. Highly imaginative. Bobby Wossack. Powerhouse material for blues and rock stations, the disc is bound to breakthrough. The court rider puts "More Than I Can Stand" (2:35) (Tracebeach: Unart, BMI — Womack, Carter)

**THE IRISH ROVERS** (Decca 732616)
Rhythms & Reasons (3:05) (Cherie Lane, ASCAP — Denver)
Stepping out of the general. the generally congenial Irish Rovers places them on the right track for across the board action. Excellent ballad from the John Denver (Leaving on a Jet plane) portfolio. takes a tremendous differ-

**BROTHERS OF SOUL** (Boo 112)
Love's Fever (2:31) (Fist Wil/Delta R & E, ASCAP — Williams)
With one hit to their credit on the top forty scene and several R&B noise-

**DORIS DUKE** (Canyon 28)
To the Other Woman (2:55) (Jerry Williams/No Exit/Wally Roker, BMI — Wil-

**JON HAMILTON** (People 1003)
Today I Killed a Man (I Didn't Know) (2:58) (Marlinus, BMI — Cook, Greenaway)
A very temporary material from a Civil War ballad selection. Jon Hamilton before the public with an exceptional side. Simply phrased and presented, the song has already attracted considerable attention and could quickly turn into a strong sales item. Flip: "I Need Your Hand in Mine" (3:06) (People, BMI — Scott)

**ROXY (Elektra 45683)
Love's a Strange Bedfellows (3:59) (Paradox/Hiopiedayle, BMI — Segarini)
Instrumentals with the softly flowing flair of Crosby, Stills and Nash's hits gives momentum to this exciting bit of easy-to-listen rock material. Track is a good choice with better connections and simple, stunning arrangement do all the rest needed to spring this track into the R&B picture with momentum that should spread sales through the teen market. Flip: "I Don't Care Anymore" (3:05) (Same pubs, BMI — Williams, Jim, Bonds, Gembel)

**J.A. FREEMAN** (London 1024)
When You Walked Out Of My Life (3:33) (Spectorius, BMI — Freeman)
A European award winner, J.A. Freeman premiers on the charts with a towering bol-

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Cash Box — January 31, 1970
Starting Off 1970 Together

BIRTH ANNOUNCEMENT/DANNY COX... A double record set. “The finest album I’ve produced yet”... Gary Usher. ST-T 2R-1011

WHY NOT NOW/ALAN WATTS... Todays foremost philosopher presents silent sounds here and now, there and then. A double record set. ST-T 2R-1025

CHICAGO ANTHOLOGY... Few thought Chicago had much to offer to the music evolution but Mandel, Goldberg, and Musselwhite had other ideas. Volume Three/Archive Series. ST-T-1024

THE HILLMEN... Chris Hilman’s first group before joining the Byrds. The second in the Archive Series. ST-T-1012

EARLY L.A.... Groups and personnel as it was five years ago on the West Coast. Strictly a collector’s item from Togethers’ Archive Series. ST-T-1014

PREFLYTE/THE BYRDS... Togethers’ first of the Archive Series. ST-T-1001
Listen if you want to know what it's like to be young and alive and feel you have something to say for 1970.

Produced by WES FARRELL For CORAL ROCK PRODUCTIONS
Rivaled in the trade so far in 1970 only by the news that many record business secretaries are coming to work

**WITHOUT BRAS**

is the news that Warner Bros. Records has been able to live up to its promise.

Those of you who read these pages every week may recall that, a few weeks back, our own Joel Friedman made a promise: That we would be delivering 170 new Warner-Reprise cassettes on the first of the year.

We did.

Discriminating retailers—many of them plagued by poor delivery pattern on other cassette lines—gave the new Warner-Reprise product a shot.

They found out that we could do what we said we could.

Delivery in itself is news.

Warner-Reprise, agreeably enough, has also been able to deliver very saleable cassettes.

On the Warners side, this means cream product by the amazing Peter, Paul & Mary (who started out making hits about the same time as early Kingston Trio, and are still making them).

It means also such blue chip Warners idols as Petula Clark, Bill Cosby, Rod McKuen, The Association, and the San Sebastian Strings.

Together, of course, with **OTHER WONDERS** who are justifiably peeved because we didn’t list their names.

(Incidentally, Warner-Reprise has just acquired the entire and strange catalogue of Straight Records, which means that)

such as Tim Buckley will now be on our cassette roster.)

The 170 cassettes which Warner-Reprise released January 1 had another somewhat positive thing going for them:

Most of the 170 represent the cream of our catalogue—best sellers going back to 1958 which have continued as best sellers (our cassette catalogue numbers are along from 1249 to 1322 to 1449, show that we’ve really eliminated all but gilt).

**DELIVERY**

though, seems to be what’s doing the trick for us.

This we’ve handled with sophistication.

Our order service guys don’t even use pencils anymore.
Delivered: 170 Top-Selling Cassettes.

Nancy Sinatra to Jimi Hendrix, not to overlook one of the world’s
FAVORITE
LONG-HAIR CREEPS

who is named Arlo Guthrie.
Plus many equally prominent artists, to be sure.
One more policy statement:
From now on, every album we release on vinyl will also be available at the same time (not three or more months later) on both 8-track and cassette.
All on Warners and Reprise.
This we count as one of the biggest advances for the music biz since Harry James proved that, when tied to the front of his trumpet, Kleeneex didn’t break through.

For those of you who would delight in a full listing of the new 170 cassettes that are now being delivered to enlightened retailers, we offer this handy clip ’n mail coupon:

TO: Tape Catalogue Offer
Room 208
Warner Bros. Records
Burbank, Calif. 91505
Send me your list, to:

---

Harry James proves it with a trumpet...

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For those of you who are over 14 may recall Frank Sinatra and Dean Martin, both of whom sold very exclusively for Reprise. You can bet their cassettes are being deliv-

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For those of you who would delight in a full listing of the new 170 cassettes that are now being delivered to enlightened retailers, we offer this handy clip ’n mail coupon:

TO: Tape Catalogue Offer
Room 208
Warner Bros. Records
Burbank, Calif. 91505
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NEW YORK

The Men In The Glass Booth

Today, an engineer is much more than what that word connotes in the classical sense—nothing but a professional who records the music of such well-known engineers as Bradice and Johnson work 18 hour days in the studio, several days of each week, to record only one record in a six-month period. Of course, in the studio, what does be human error, the engineer's comments about their music as well as your comments about the technical aspects of the date. If the group that's recording doesn't want to have to listen to errors in the mix, they can usually get it pretty quickly and, at that point, you can feel safe.

Radice & Johnson

Nowadays, according to Radice and Johnson, recording studios are used initially for recording the basic tracks which will lay a format for the entire album which will probably be completed at a later date. Contemporary artists, too, use the recording studio as a place to find their direction. After the direction is found, some artists will then turn to the studio for the ultimate in getting an arranger to map out exactly what has been decided upon for the projected album.

Radice & Johnson, Cantona, and the Isley Brothers the third. Picking

for a seven-man horn band playing a five day gig after a European tour during their recent stand at the Whisky. (Many thanks to Columbia's Bob Mooreing and Bob Murphy for sub- mission of this story.)

GROUPIE NEWS: Ringo Starr ar

Nancy Starr arrived last week (26) to be guest of honor at the U.S. gala invitational premieres of "The Magic Christian." ATTENTION PAT PAULSEN FANS: There's some Pat Paulsen news coming up at the end of this column.

ATTENTION ERIC MERCURY FANS: Eric has dropped the "Electric Black"

Hairstyling Experience

Elvis opened a return engagement at the International Hotel in Vegas last week (26). The Saturday after this, Feb. 7, will see three major concerts. The Headline act will be the Jefferson Airplane and the Isley Brothers as the headliners before the Who. The doors open at 7 P.M., and the sound is "just a little bit of the sound that Spirit will hit Top 10?" Paul really die when he learns of the destruction. A great many appreciate John's total commitment to his craft.

We can joke about John & Yoko because to laugh is not necessarily to put it down, but at the same time we see the serious side of their efforts. They have what few people possess: the ability to become totally committed. Playing it safe has become a way of life, but playing it safe isn't really playing it at all. As one almost-pres-

Elvis

Fender Telecaster, 1951, as a gift. I believe the records are to break

better night are the Youngbloods and the Sears, who gig Santa Monica Civic this Sat. (31) without any competition. KEEPING THE RECORD STRAIGHT: Everybody's always trying to break records, and many people, especially publicists (you can see who they are to keep them for imagination) try to create

Man's name and his new group will be known as Eric Mercury Birthrite. The new group was recording live at the Washington, D.C. Coliseum on Sat. Jan. 8 and 9. The group's name caught the attention of Merri Wax, who has a knack for creating far-out, but low-cost promotion campaigns. As a result of his work, he has revealed his latest: The Portnoy Poster. Hitting nothing in particular, the poster will be distributed as a self-serv- ice telephone number that you can call and

Chicago

Mercury's New Colony Six, who are hitting big locally with their latest single which is "The Adventures of Pinocchio," will be back on the concert circuit following a one-nighter at the Wild Goose in Elgin. The band which includes Paul, Paul, Stevie, Pokey, Skidmore, and the famed duo with their 4-man backup band The Uptown. This also happens to be the title of the new album which was released just prior to the band's big hit.

Patches opened in the Cameilla House of the Drake (29) ... On Thurs-

Don't Miss Kelly's "I'm Ryan and Sylvia Group" at the new Federal. The band includes all the familiar names and the Bickford, "The Good Life," the hit of the week, and the "Soul Train" label, which was released just prior to the band's big hit.


Cash Box — January 31, 1970
JUSt PLAIN, OL’ COUNTRY FOLK — On John and Yokko Lennon’s recent trip to Toronto they stayed with Ronnie and Mrs. Hawkins (left) on their farm. Among their visitors was famed comedian Dick Gregory (right). The trip’s purpose was to begin organization of an International Peace Festival.

Charles Aznavour On Promo Tour

NEW YORK — French-international singing star and composer Charles Aznavour opened his first USA concert tour in more than two years on Jan. 25 in Philadelphia at the Academy of Music. The tour of coast-to-coast appearances is a promotion from Monument Records. The label has issued his first English language single “All Those Pretty Girls” b/w “My Hand Needs Your Hand.”

Working in conjunction with Aznavour’s USA management, Kolmar-Upham, Monument set a special radio and dealer campaign to be unveiled city-by-city on his tour, including “CBS” (Jan. 31), Washington, D.C. (Feb. 1), New York City (Feb. 22), Los Angeles (Feb. 27-28), Boston (March 1), Detroit (March 6), and Chicago (March 8). Buck Stapleton, national promotion director for Monument, is setting key plugs for the Aznavour single in each city, in conjunction with single sessions. He will be accompanied while Arnie Thies and Bob Rudolph coordinate Monument’s sales push for Aznavour’s single on Monument.

Aznavour will be appearing on the Dick Cavett, David Frost and Johnny Carson’s “Tonight” show this week while in Los Angeles, various TV shows will be set. Bobby Weiss, Monument vice-president and head of their international division and the liaison with Aznavour, confirmed that Aznavour’s current English version of French hit, including “Desormais” (a number one record in France and a top ten hit in Belgium, seven months), plus “La Lumiere,” “Je N’oublierai” and others would be rushed into release this week. Aznavour and Weiss will meet in Los Angeles in February to discuss future recording plans for the artist, whose current single, “Words Get In The Way,” is currently receiving airplay.

Extend Deadline For Oracle Contest

BROOKLINE, MASS — Oracle Records has extended their coloring book contest to Feb. 15 and added cash prizes. The contest is a promotion tie-in with the upcoming debut album by Brether Fox & The Tar Bob.

Coloring books have been sent to each of Oracle’s distributors. Contestants are invited to color the drawings. The best artist will receive an all expenses paid vacation, with runup to getting cash awards of $100, $50, and $25.

UA’s Trudy Desmond In Canadian Musical

TORONTO — Trudy Desmond, United Artists recording artist, has begun an engagement appearing in the musical “Spring Thaw,” which is currently running in Toronto. She is the only American girl in what is otherwise a Canadian cast.

During the show’s run, she will re- appear again in Canada for a brief time with RCA for twenty-two years, holding a number of management positions.

Farrell Picks Renzetti Producer

NEW YORK — Joe Renzetti will produce special product for the various companies of the Wes Farrell Organization.

First product, according to Wes Farrell, company president, will be a series of contemporary concept albums, door-to-door produced, and of which they have been completed, and are entitled: “The Southen Symphony Plays The Best of The Deerfield Street & ‘Jazz-Rock Rock.’”

As an arrangement, Renzetti is responsible for smash single hits as “Sunday” (Bobby Tebbi) and “906” (Robert Putman Puglisi Pfe) (Jay and the Techniques); “La” (Catherine Stoffel & Sigler). He has done the arrangements on albums for such artists as Joe W. & L., Joel Gray and Soultown, and Our Gang. As a producer, he most recently completed an album by the Battle Corps, which is on the Dunhill label.

Kinney Stock Meeting Changes Place, Time

NEW YORK — The annual stockholders’ meeting of Kinney National Service, Inc., will be held at the New York Americana Hotel at 2:30 p.m. on Feb. 17, according to a letter sent to shareholders from previously released information.

Kinney operates on a worldwide basis, and specializes in leasing, financing, and marketing new and used trucks, buses, and other equipment.

The record date for the meeting is the close of business on December 31, 1969. The Common Stock and all series of Preferred Stock will be entitled to vote.

This principal business of the meeting is the election of directors, management and shareholder proposals as to stock option plans will also be voted on.

R.P.M. Building Nashville CenterNames Brad McCuen Its Chief Exec

NASHVILLE — Brad McCuen has been named president of R. P. M., Inc., a newly formed subsidiary of North Atlantic Corp. of Downingtown, Pennsylvania, according to E. F. Pratt, president of the parent corporation. McCuen also announced company plans to construct a major production and administrative center in Nashville. Prior to the move, McCuen had managed the Nashville operations of Sunbury/Dunbar Music, Inc., music publishing divisions of RCA.

McCuen said R. P. M. has acquired an option to purchase the site on Highway Street in Nashville’s “music row” area, and that construction on an eight-story, 200,000-square-foot tower will begin in late Spring. The 47,000 square foot facility will be designed to house a gross cost of $6.1 million. It will house a sound stage and two recording studios and the facility would include offices for R. P. M., divisions in music publishing, recordings, and video tape television productions. The building is designed to facilitate the use of mobile telecasting equipment, said McCuen, “and special recording facility designed for the production of audio and video tapes.”

McCuen said that facilities will be used for R. P. M., productions, and will be available on a rental or temporary basis. He said commercial and office space in the building will be made available to music related businesses and to other tenants pending construction of the new facility. R. P. M. will also maintain production facilities at 1717 West End Avenue in Nashville.

Before assuming the presidency of R. P. M., McCuen spent four years with RCA for twenty-two years, holding a number of management positions connected with the production of records in the classical, jazz, sacred, and comedy fields. He has produced more than ten Grammy award-winning productions and operations have earned seven Grammies.

McCuen created the Vintage series for RCA and produced multi LP’s for Ween and The Doors. And he built McCuen’s children’s record line of more than 150 singles and albums which earned three Grammies.

He is a national trustee of the National Academy of Recording Arts and Sciences and is a two term as a co-founder of the New York chapter of NARAS, is a member of the Country Music Association and a member of the Lomax fraternal club of the University of North Carolina.

Cherry Lane Expands,Dinegar Appointed VP

NEW YORK — Jean Dinegar has been named to the newly created post of national sales manager for Cherry Lane Music Publishing, and the firm has moved to larger headquarters at 40 West 40th St., New York. Dinegar has served as the publishing company’s general sales manager for the past six years and was an integral part of the team that conceived and continued to hold this position up. Before joining Cherry Lane Music, Dinegar held the position of executive secretary/assistant to the chairman for Victor Records for over a period of seven years. She has been called in to set up his music publishing operations and has been associated with him ever since.

‘Jet’ Success

Current activity from Cherry Lane includes Pete Townshend’s "Leaving On A Jet Plane," written by John Denver. Along with the Peter, Paul & Mary single and album recording of the Denver song, it’s one of the most successful songs on the market today with versions by John Denver himself, The Mitchell Trio, Spandy & Our Gang, Harpers Bizarre, John White Jr., the title song for a Percy Edwards film, "I'd Love To Be In A Fountain," to name a few. In addition, the song has been heard on radio and television commercials for United Airlines. Denver, an ex- plorer of the Denver Folk, has been widely represented with a brand new RCA VA Hi-Fi recording activity. His “Rhymes & Reasons,” from his current RCA Victor album in 1968, is on the market this week. Other Denver copyrights in Cherry Lane show. The song marked activity include "For Baby," a well-recorded standard that also has been recorded by The Metropolitan Life Insurance Company, and "Me. Me To Tomorrow," by Mark & Sumley.

Other exclusive Cherry Lane writers include Dee Dee with Karen Beth, "Stereodimension’s" Mark & Sumley, Dennis Campbell, "Shake," "Silly," "Gillote," among others. Songs by such top name writer-artists as Tom Paxton, Chad Mitchell and Walter Latham, to name a few, are included in the Cherry Lane catalogue. All the songs, or the songs "Marvelous Toy," a recent single by Peter, Paul & Mary, and "Me. Me. To Tomorrow," by the current Peter, Paul & Mary, are songs that are generating heavy recording action.

Another ASCAP firm, Windmill Music, has set up shop in New York in conjunction with Vanguard recording artists. The opening of John Denver’s Rolling Stone’s Peter Schickele, Stanley Walden and Robert Dennis, publishes the entire Windmill catalog of top Off-Broadway success "Oh! Calculus!" all of which are written with all original material by The Open Window, with a new Vanguard album by the group now in preparation.

GOODY FOR ROD — To welcome him to Philadelphia, where he just completed a week of guest-hosting on “The Mike Douglas Show,” Sam Goody and several other record outlets in the city put up window displays for Rod McKuen. McKuen is America’s best-selling poet and Warner Bros. Records’ best-selling artist. WB has just released his new third album, "The Complete Sea."
NEW YORK (Cont. from Page 42)

EAST COAST GIRL OF THE WEEK: You got a job as an ads editor at DeCicco, a newspaper ad agency, no? She isn’t a secretary or a typesetper, but she was a DeCicco staff leader, singer, organist, flautist and occasional bass player and write songs for the all-girl trio The Enchanted Forest. Before Fran answered the ad, she was a noodle clipper. She wasn’t about revising her shrines. The Forest has been back together since the death recently on his Ed Sullivan show appearance. We caught Fran and the group at a re-union and from a not the most able hall to play. Fran picked up, as usual, it on her beautiful reading of the group’s famed ballad “Feel the Loneliness.”

The GOLDEN SYNTAX AWARD: From time to time, when the occasion demands it, we will be awarding the Golden Syntax Award to those um, ya phonomenal heroes of the industry, the publicists, for the spectacular and/or unusual efforts of their clients. The initial award goes to Capitol Records, who always publish their Stu Ginsburg. Stu copied the initial Syntax laurels his funk and punk Railroad release which read, in part, “Nine months ago, the Gypsies moved to Grand Funk Railroad to steam from the relative, primeval, amorphous mass of the country. Relative, in a word, to the area around the Capitol Records office, or just past the Grand Funk Railroad...”

STEVE BARRI

In 1968, ABC Records, Dunhill’s par-ent, made the unusual move of bor-rowing Barri to revive the disk career of Tommy Roe. The result was another million-seller for Barri with “Dizzy”. Barri is quick, however, in to pass most of the credit back to Roe. “Tommy’s an artist that I produce, but he writes his own songs and has in mind what he wants to do when he goes into the studio. I’m just overseeing the entire thing, helping him to keep the sound down for him. He’s in con-trol of what he’s doing, since he’s been doing it for seven or eight years.”

HOLLYWOOD (Cont. from Page 42)

mer, at the Pheasant Run Playhouse in St. Charles, Illinois, and the ABC TV song, “Pat Paulsen’s HALF A COMEDY HOUR.”

Producer's Profile

STAMPED BY

Best regards,

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Producer's Profile

STAMPED BY

Best regards,
JOE SIMON'S "MOONWALK"
SS7-2651

JOE SIMON IS ANOTHER REASON WHY MONUMENT IS ARTISTRY
**GRT Award To Dunhill For Sales And Growth**

SUNNYVALE, CALIF. — GRT's second annual presentation of its "Great Tapes Award" has gone to Dunhill Records based on the label's "outstanding sales volume and growth in 1969."

Last year's winner, the first recipient of GRT's prize, was Dunhill parent company ABC Records.

Tom Bonetti, GRT vice president, presented this year's "Great Tapes" prize to Dunhill general manager Jay Sazer last week at the label's new product showing held at the Sheraton Universal Hotel (16). On the same evening, Bonetti also awarded GRT's first gold tape to Dunhill's Three Dog Night for sales of more than $1 million worth with its "Captured Live at the Forum" album.

The group was on hand to accept the trophy prior to making an appearance at the Anaheim Convention Center. Professing the award to Lasker for the label, Bonetti commented, "Dunhill Records has played a significant role in tape's growth with imaginative and innovative productions through the development of new artists.

**Norelco Reinstates 'Speaker Special'**

NEW YORK — A "Speaker Bonus" national consumer program which was successfully introduced by the competitors of Norelco's parent, designed for a repeated run. North American Philips Corp., will reopen the program on a national basis on February 1, offering a substantial saving on a Model 20 extension speaker with purchase of either the Carry-Corder 150 or Carry-Player 300. The deal makes the $12.95 retail speaker to purchasers for $4.95. Offer is good through April 30.

Statewide support of the program will be supplemented by strong local advertising and point-of-sale displays. Wyb Semmelink, vice president in charge of the home entertainment products division, said, "Norelco's plan is to meet the challenge of the competition with a program that benefits both the dealer and the consumer. Norelco is a leader in tape sales, and our dealers enjoy increased traffic and high turnover in poper cassette products."

He also pointed out that the speaker is engineered to complement the extra power and sound quality built into Norelco's cassette portables.

Consumers may obtain the extension speaker at the time of purchase from the dealer, or if he is temporarily out, directly from Norelco, 100 West 40th Street, New York, N.Y. 10018. The warranty card from the newly purchased sets could thus be forwarded with a check to Norelco at P.O. Box 4565, Mount Vernon, N.Y. 10552. Receives the speaker prepaid directly.

**Lear Jet Combats Car Unit Theft With In-Dash 'Top Of The Liner'**

DETROIT — Faced with the problem of car unit theft, Lear Jet Stereo, Inc., is tackling the dilemma by combining the "top of the line" 70 model specially designed to be installed directly into the car door panel. The "top of the line" 70 model specially designed to be installed directly into the car door panel. While the in-dash type of installation can provide a greater security than an dash type of installation, however this does not seem to provide enough of an obstacle for those who can afford the caliber of a car in the first place. Even with the cost of custom dealer installation our 250 players end up costing about the same or less than the "top of the line" unit being considerably more features. We have a number of luxury auto dealers who sell this unit rather than the one offered as optional equipment by the manufacturer.

Lear Jet also has three other models in their deluxe auto player line with the same build-in adaptability feature. These include the A-2Z retailing at $99.95, the A-220 player/AM radio at $119.95, and A-246 player with FM multiples at $149.95.

**Smith Is New Ampex National Sales Mgr. For Pro Audio Prod.**

REDWOOD CITY — Donald Smith has been appointed national sales manager for Ampex professional audio products. Thomas Scholen, marketing manager for the professional audio products division, said that Smith will be responsible for coordinating sales and distributor sales. Smith is located at Ampex world headquarters in Redwood City, California.

The professional audio products division's salesforce consists of professional audio recorders and accessories for use by radio and television stations, master recording studios, education, government and industry.

Smith has been with Ampex in the position of service engineer. He has served as a training instructor, a video systems engineer and a video product manager before assuming his present position.

**Donohew Heads A-V Dept. At Capitol**

HOLLYWOOD — J. Michael Donohew has been appointed assistant director of audio-visual development with Capitol Records, according to Alan Bergman, senior vice president-marketing and sales, marking Capitol's entry into the audio-visual field.

Speaking of the appointment, Capitol president Sal Iannucci said, "Donohew's new position will reflect Capitol's continued interest in fields of entertainment closely related to the company's activities." The new director, Donohew will explore all aspects of the a-v market, including Capitol's "possible involvement in television production." He will headquarter at the Capitol Tower in Hollywood.

He comes to the company from a position with CBS as the director of business affairs for the East Coast. Earlier, he had been associated with the legal department of Universal Studios and with CBS as associate director and later associate director of business affairs on the West Coast.

**Tape Employed For Sales Executive Presentation**

HOLLYWOOD — Listener Corp., has created a new program using tape cassette recorders as a format in the field of sales management communications. The plan revolves around a presentation of "The Sales Executive's Roundtable," a monthly on-hour program designed in conjunction with Sales Management magazine's "Roundtable" column, being introduced through the January issue.

According to Listener Corp.-president Lynn Grabhorn, the first sponsored show "will explore the issues and challenges facing sales managers in business today with regard to areas such as recruiting, training, marketing, incentives and computers.

Among the management personalities who are included in the first of these monthly tapes are executives from Allied Chalmers, Union Carbide, Purex, Wing Mig., and others. Added tapes will continue to feature representatives from various national business fields.

Listener Corp., was formed to produce narrative tape cassettes for industry and consumer use in education, entertainment and information.

**Belair Enjoins Toyo In Major Law Suit**

LOS ANGELES — Belair Enterprises has won a preliminary injunction against Toyo Radio Co., in both Japan and America, preventing the Toyo companies from using the Belair name or logos on their cassette tape players or related product. Belair filed a multi-million dollar lawsuit against Toyo in December, in Los Angeles against the two firms for trademark infringement, a trademark infringement of contracts, firms, and other relief. In addition to the above conditions, the Toyo companies were enjoined from representing or advertising any of the Belair warranty service centers, which are owned and controlled or in any way responsible to either of the two companies.

Belair is currently pressing its lawsuits against both the Toyo companies and against Misao Fukuda, general manager of Toyo of America, for damages.

**Sunn Names MacLeod Dir. Of Research & Product Engineering**

Richard MacLeod has been appointed director of research and engineering for Sunn, Inc., according to Sunn's President, Conrad Sundberg. MacLeod is responsible for the expanding research and engineering operation for Sunn's entire line of audio equipment. He will also be directing the development of new audio equipment, relating to musical instrument sound amplification.

Before joining Sunn, MacLeod was with Teltronix Inc., where he was instrumental in developing new concepts and products.

**MORE THAN 450 representatives of all phases in the recorded entertainment industry attended last week's opening of the all-new RCA Mid-America Recording Center in Chicago. Top photo shows RCA officials (from left) Ralph Ettra, Alton Cates, marketing manager, executive vice president, John Hendrickson, manager of marketing and administration, and William presentation will discuss "Sales Meetings—the How & Why," and subsequent tapes will explore the issues and challenges facing sales managers in business today with regard to areas such as recruiting, training, marketing, incentives and computers.**

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KEEP KALIN', Susie Q, and more.

FOR EXCITEMENT: Wedding Bell Blues, Smile a Little Smile for Me, Holly, Holy, Is That All There Is?, Jingle Jangle, Heaven Knows, Cherry Hill Park, and more.


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Forget everything you've ever heard on conventional stereo. It's outmoded.

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Check with your Ampex Stereo Tapes distributor and your Mainstream Records distributor for details on this incredible new concept in sound and music. Available on Mainstream/Red Lion Stereo LP, and on Ampex Stereo Tapes 8-track cartridge, cassette and open reel.

MOTION PICTURES/ THE NOW GENERATION: Midnight Cowboy, Raindrops Keep Fallin' on My Head, Downhill Racer, Goodbye Columbus, Mrs. Robinson...

BLOOD, SWEAT & BRASS: Come Together, Manly Talk Women/ Spinning Wheel, Sugar Sugar, Everyday People/ Suit of Gifts/ One Baby It's You... and more.

RATED X FOR EXCITEMENT: Wedding Bell Blues/ Smile a Little Smile for Me, Holly, Holy, Is That All There Is?/ Jungle Jangle/ Heaven Knows/ Cherry Hill Park...

IMAGES: Lay, Lady, Lay/ Leaving on a Jet Plane/ Sounds of Silence/ Alice's Restaurant/ Bill's Coming/ Jennifer S justify/ Lady Madonna/ Proud Mary... and more.
CashBox Album Reviews

Pop Picks

FRILYD PINK — Parrot PAS 71033

Frildy Pink has just hit the charts with this album, the group's first. The four member rock-blues aggregation offers a host of strong cuts, all originals except for the traditional "House Of The Rising Sun." LP obviously has considerable appeal, and it should be watched carefully in the coming weeks.

EARLY IN THE MORNING — Vanity Fair — Page One 256

This group from England, which is currently riding high on the charts with their single "Early In The Morning," serves up its first album in America, featuring that tune and their soon to be released followup, "Hitchin' A Ride." Generally pleasing set which includes a few oldies surprises. The Teresa Brewer hit, "Music, Music, Music," and the Bruce Channel rocker "Hey Baby." Should be a chart climber.

Pop Best Bets

ON HER MAJESTY'S SECRET SERVICE — John Barry — United Artists UAS 3504

Composer-conductor John Barry, musical director for all the James Bond films, has turned out this soundtrack LP containing exciting and brassy tunes of a quality at least equal to his previous Bond ventures. Also featured are a song, "We Have All The Time In The World," interpreted by Louis Armstrong, and several easy-listening numbers. Barry carefully paints one of Ian Fleming's best Bonds with his finest musical colors. May be a very large package.

JERRY VALE SINGS 16 GREATEST HITS OF THE 60's — Columbia CS 9582

A grab-bag of songs from the past decade is explored by Jerry Vale. His fans should welcome his versions of "Moon River," "Can't Take My Eyes Off You," "The Impossible Dream" and "Strangers In The Night." Big arrangements with a multitude of strings and brass are used throughout to provide a lush effect to go with Vale's strong voice.

WAX MUSEUM — Jay and the Americans — United Artists UAS 6718

Jay and the Americans interpret twelve oldies from various years prior to around two years back. One of the cuts, "Walkin' In The Rain," a past hit of the Ronettes, is a current Top 20 item. Other revived tunes are "Let It Be Me," "Johnny B. Goode," "You Were On My Mind" and "I Don't Want To Cry." A good choice of material.

THAT'S THE WAY LOVE IS — Marvin Gaye — Tamla 239

The title song from this LP was a chart hit a few months ago. "Remember it? Enjoy it? Pick it up on this album and you've also picked up on Marvin's latest chart hit, "How Can I Forget." Other tunes like "Yesterday," "Groovin'," "Abraham, Martin and John," "Cloud Nine" and some first time cuts round out a superb disk from the soul chanter. A strong package that should get nice response.

ANY WAY THAT YOU WANT ME — Evie Sands — A&M SP 4029

Young singer Evie Sands brings a strong melodic vocal talent to this album. The title tune, which recently saw some chart action as a single, is featured, as are familiar favorites "Until It's Time For You To Go," and the Mike Settle composition "But You Know I Love You." Evie made quite a few fans with her single and figures to do likewise with this nicely done LP.

MY FAVORITE BROADWAY & HOLLYWOOD MUSIC — Hugo Winterhalter — Musicor MS 1018

Winterhalter and his orchestra have once again put out a package of high worth for easy listening. His choice of material is very current and includes film and show tunes from such productions as "Midnight Cowboy" and "Hair." "Paint Your Wagon," "Pops" and "2001: A Space Odyssey." Because of the large variety of types of music on the album, it is necessary for the orchestra to feel each mood and change accordingly. And under Winterhalter's baton, they respond in usual high form Stock up.

BEST OF STRAWBERRY ALARM CLOCK — UNI 73074

A good helping of hits makes this a package that is bound to please A&A Clock fans, as well as wake up a few folk who missed the group on its first and subsequent times around. "Bloomin' and Peppermint" is the group's biggest single, is included on a menu with other lesser chart riders "Barefoot In Baltimore," "Sea Shell," "Tomorrow" and "Sit With The Guru." A refreshing LP which should make a chart showing soon.

UNHALF BRICKING — Fairport Convention — A&M SP 4096

This is an American group that went to England about two years ago to make their reputation. They caught on there and did not here, except with people like: Judy Collins, who recorded lead singer Sandy Denney's song "Who Knows Where The Time Goes" (included on this LP); Joni Mitchell and some other knowledgeable folk. Fairport Convention interprets three Dylan songs in a special, joyful style, and works up a traditional song, "A Sailor's Life," with a driving guitar-fiddle solo of extra merit. True folk-rock at its best. Album is the kind that could start slowly and then really take off. Watch it.

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Mike Mills' DESPERADO — Mike Millius — UNI 73072

Joe Cocker and Bob Dylan have obviously influenced singer/songwriter Mike Millius, but he's his own man; and he has come up with an album that merits attention. His rough "Desperado" performing style, combined with the intelligence and imagination evident in his songs, make him an artist who could gain a footing in the underground. A very good first album.

UNHALF BRICKING — Fairport Convention — A&M SP 4096

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MOVE YOUR HAND — Lonnie Smith — Blue Note BST 9230

Jazz buff rate Lonnie Smith as one of the foremost organists of our time. In this recording he is showcased to full advantage in a "live" performance. His rendition of the Donovoh hit, "Sunshine Superman," is "soul jazz" at its finest: his treatment of the old Coasters song "Charlie Brown," combines the humor of the original with some harddriving blues playing. Smith's fans should rush to get this album.

Cash Box — January 31, 1970
February is Enoch Light month

Feature his new Project 3 hit album for in-store play.

Cashbox rave:
This is one of the most exciting good music albums we've heard in ages. Enoch Light, a pioneer producer in the field of stereo sound, has surpassed himself with a big band set turned on to the music of the Beatles, Burt Bacharach and the classics. Utilizing a Moog, electric harpsichords and an abundance of flugelhorns, Light employs the full resources of stereo; including the famous technique of shifting the sound from speaker to speaker. "Eleanor Rigby," "Walk On By," "What The World Needs Now Is Love" and "Lover's Concerto" are among the selections. This set should make the charts and could be a monster.

Billboard rave:
Enoch Light is a master of sound display and he pulls out all stops to create new concepts for the likes of "Eleanor Rigby," "Walk On By" and several other songs by the Beatles and Burt Bacharach. In Light's bag of musical tricks are the Moog synthesizer, electric harpsichords and hyped-up flugelhorns. Light gets plenty of action out of them and out of the repertoire, too.

The first new concept in stereo sound since The Percussion Era.

Check your stock for these other best-selling Enoch Light albums.

5000SD Spanish Strings
5027SD Best of Hollywood/'68/'69
5036SD Brass Menagerie-Vol. 1
5038SD Glittering Guitars
5042SD Brass Menagerie-Vol. 2
5043SD Spaced-Out
5046SD Best of Movie Themes/1970

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**TOP 100Albums**

**BOTTOM NO. INDICATES A & 4 TRACK AND CASSETTE**

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<td>69</td>
<td>ARTHUR</td>
<td>(Atlantic SD 8236)</td>
<td>123</td>
</tr>
<tr>
<td>70</td>
<td>IS THAT ALL THERE IS</td>
<td>(Atlantic SD 8236)</td>
<td>125</td>
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**January 31, 1970**
RCA Rushes Shostakovich Symphony

NEW YORK — RCA Records has just completed the first authorized recording of Dmitri Shostakovich's rarely heard Thirteenth Symphony and will rush the recording into release as the first of a March Red Special.

The recording is by the Philadelphia Orchestra with Eugene Ormandy conducting and features the voice of Finnish baritone Tom Krause singing the poems of Yevgeny Yevtushenko on which the work is based. The recording was accomplished in two sessions held last week in Philadelphia's Town Hall.

The symphony had its world premiere in Russia in December, 1962, but it was not until 1970 that any Western orchestra was given access to the original score complete with all of the texts of the five Yevtushenko poems.

ASCAP Review Board Nominations Made

NEW YORK — ASCAP's Nominating Committees have named the following candidates for the Society's Board of Review: In the Pop-Rock-Production Division — Walter Bishop, Robert Stander, and Tony Torpo; in the Popular-Production Division — Walter Bishop, Robert Stander, and Tony Torpo; in the Standard Division — Mitch Leigh, Edward F. Sauter, Charles Strouse and Harry Warren. Composers in the Standard Division who were nominated are: Samuel H. Adler, Peter Schickele and Virgil Thomson.

The following publisher candidates were named for the Board of Review: In the Pop-Rock-Production Division — Richard Ahlert (Fred Ahlert Music Corporation), Marvin Fisher (Marvin Fisher Music, Inc.), Leo Fricke (Jewel Music Publishing Co., Inc.), Paul Kapp (General Music Publishing Company, Inc.), Alex C. Kramer (Kramer-Whitey, Inc.), Harold Levinthal (Apples-Nee Music, Inc.), John D. Marks (St. Nicholas Music, Inc.), George Pincus (George Pincus & Sons Music Company), Herb Reis (Summit Music Corporation) and Michael Stewart (United Music Co., Inc.), and in the Standard Division — Ernest R. Farmer (Shawnee Press, Inc.), Harold Flammer, Jr. (Harold Flammer, Inc.), W. Stuart Pope (RouneyHWawkes, Inc.) and John Owen Ward (Oxford University Press, Inc.).

All the nominations were unanimous. The Writers Nominating Committee consisted of Leonard Bernstein, Robert Allen, George Marks and Vincent Persichetti. The Publishers Nominating Committee consisted of: Leo Talent, Chairman; Fred E. Ahlert, Jr. and Arnold P. Broido.

Vigoda VP at Symbolic

NEW YORK — Johnon Vigoda has joined Symbolic Music as vice pres. He has had extensive experience in the music field, both as an attorney from the firm of Marshall and Vigoda and as a creator, and will be responsible for the coordination of all Symbolic's activities in this country and abroad. He will also supervise the company's activities in commercial and industrial promo and motion pictures.

Four Serious Music Works Premiere

NEW YORK — Peer Southern Publishers has noted four premieres of serious music this month. On January 31st the Manhattan School of Music will feature the world premiere of "To Music" by David Diamond. The composer will conduct the program. Jose Serebrier's "Fantasia" was premiered by The Cleveland Orchestra in Severance Hall in Cleveland on Dec. 26. Two sonatas for Cello and Piano, one by Roque Cor- dero and another by Eduardo Mata were premiered in a special performance sponsored by The Center For Inter-American Relations recently. Cordero was interviewed during a broadcast of three of his works over WNYC-FM Jan. 17th.

Kasha Inks Russell

NEW YORK — Kasha Records has signed Richard Russell to an exclusive recording contract. The first release for Kasha in 1979 will be "Yes You Were Hear" written and sung by Russell.

CLASSICALS ISSUE

From Grammophones

NEW YORK — Seven classical LP's make up the January release of the Twenty-Three Album records in the issue: Fidelio (In Germain), Three Great Piano Sonatas (Wilhelm Kempff, piano) and String Quartet in C Major, Op. 29, String Quartet in F, Amadeus Quartet, with Cecil Aronowitz, 2nd violin. The Fidelio is a three LP set.

The other albums are Mozart: String Quartets, Mahler: Symphony No. 2 in C Minor, Rodrigo: Concierto de Aranjuez/Fantasia Para Un Gentilhombre, and an LP featuring selections by Giuseppe Giacomo Englert, Maton Feldman, Gerd Zacher and John Cago.

GWP Works

Hirt Concert

NEW YORK — A full ads-promo campaign to publicize the "Al Hirt New Orleans Music Festival" is underway at GWP Records and its parent company, Gerard W. Purcell Associates. The festival, featuring the famed trumpeter and his "On the Spot" recording, is scheduled for Jan. 28 in Knoxville, Tenn. and Memphis the following night.

Seven concert areas include co-op TV and newspaper advertising with the Al Hirt Sandwich Saladom chain of restaurants, Al Hirt record autograph parties at the Sandwich Salads as well as customer coupons towards concert tickets for the restaurant customers, on-air contest giveaways of his albums and concert tickets with local radio stations, and a tie-in with the Memphis Popular Tunes record store whereby the record outlets will feature displays of Al Hirt album product together with discount coupons which allow 50% off any price ticket purchase.

"The Al Hirt New Orleans Festival" appeared on nationwide television during the half-time festivities of the Super Bowl telecast from New Orleans January 11th.

Mascari Creates

Ivahnoe Records

CHICAGO — Ivahnoe Records has been formed by Eddie Mascari, formerly with Mercury for ten years. Offices are at 185 N. Wabash Ave., Chicago, 60601.

While at Mercury, Mascari was general manager of the publishing division, director of copyright and licensing, and was involved in the production of the Mercury Storyteller Series of sixteen albums, and the discovery of Madeline Bell with "I'm Gonna Make You Love Me."

Ivahnoe's national distribution has been formed and its first release is scheduled for mid-January.

Susan Storck, previously with Mercury as Mascari's secretary, is administrative supervisor. Bob Cor-Mus, Inc., G.M.C. and Hand Inkyz Music Co. (ASCAP) are Ivahnoe's affiliated publishing companies.

Ambergis Debut LP

Due From Paramount

NEW YORK — Paramount Records has announced the debut LP by Ambergis in February. The album, which is being produced by Steve Cropper, contains a pair of outside tunes. Release will coincide with the band's first 50-city tour, major appearances at NYC's Bitter End and Electric Circus.

Paramount plans a national tour promotion for the debut LP, with a national introductory tour accompanied by a "Teen Radio" hyped national campaign. Dates will be announced shortly.

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Jazz & Pop Mag Into Recording

NEW YORK — Jazz and Pop Magazine will enter the record business, according to the magazine's publisher, Pauline Rivelli. The label will concern itself with new talent in both jazz and contemporary pop idioms.

Red West To Press

Bobby "Red" West has been named General Manager of Press Music, the publishing arm of Chicago-based Artie Matthews Recording Studios in Memphis. West is a songwriter himself, having penned Elvis Presley's "Everyday Love Commandos" and "Someone You'll Never Forget." He is the author of the hit single "Coco's Big, Big World" and "This Hotel," plus songs for Joe Jeffrey, Pat Boone, The Union Gap and others. The Press Music label is known for songwriters Mark Lamarr, Delaney & Bonnie, Johnnie Christopher, Richard Malinegra, Harold Thomas and Norman Legow. West comes to Press after returning from his recent Australian tour which was featured regular on the weekly TV series "Wild, Wild West."

DiNunzio Produces Squad

NEW YORK — Indie producer Sonny DiNunzio has been signed by management giant O-D-O Records to record and produce an upcoming singles session by the rock group The Racket Squad. The date will be supervised by Louis and Weiner and the label will release the single, "Losing My Sanity," by Jubailee, who records for the company.

Currently working in the Pittsburgh area, the group made its first album "Police Dog," which was well received at the bachelor of music, recording stations. The group will tour following the release of the single.

Reshin Exits New Down

NEW YORK — Neil Reshen has sold his interest in New Dawn Artists Management to Zach Glickman, president of the management-and-publishing company, which was founded by him one year ago. Reshen exited the corporation in order to devote more time to other business ventures in the record industry. Through his firm of Neil C. Reshen Publishing Corp., he has represented several major labels, including Emidio, a rare Feltonin, a rare Feltonin, or The Kingsmen, Dee Dee Warwick, The Ohio Express, Peaches and Herb and the Spindles, to name a few.

Reshen and other BMG Music, the BMI music publishing division of the firm, will be involved in the 70's. They are presently in the process of placing material with some of the top artists in the country. Phil Amon, a staff writer who will report directly to Neil C. Reshen, is being negotiated to the company. Amon, who is the head of the Amon Organization, will work on arrangements for various artists. Stephen and D will have completed production agreements with three major record labels by the end of January.

Willet & Dworkin Forming Complex

NEW YORK — Willet and Dworkin Productions has been formed to deal with record prod., and music publishing. Gary Willet and Steve Dworkin, writers-producers and company heads, say the first release is due in mid-January on Mercury. Written by Jeff Barry, Ellie Greenwich and Phil Spector, and recorded by a new group called Quicksand, the product will be titled "I'm a Woman in Love."

Formerly with Super K Prod., Willet and Dworkin have written and produced for several groups. They have completed negotiations with several major labels and with entertainment and new recording opportunities, records by The Kingsmen, Dee Dee Warwick, The Ohio Express, Peaches and Herb and the Spindles, to name a few.

For sale

Complete Record Pressing Plant, Located in Music City, 14 Presses Ready to Run and Other Kindred Equipment, For Appointment to Inspect Contact: J. D. Tyner, Area Code 615-229-4320. Sale to be Held at 115 - 4th Ave. N., South Nashville, Tennessee, at 10 AM on February 10, 1970.

ATKINSON TO AVCO-EMBASSY

NEW YORK — Mike Atkinson, newly named to the post of manager of Avco-Embassy Records, will be responsible for the company's promotion and marketing activities in New York, San Francisco, Seattle, Denver, Dallas, Houston, Atlanta and Miami. He will report directly to Mike Beecy, director of national promotion for Avco-Embassy Records.

He attended the label's recent West Coast District Managers' Meeting in New York, introduced to the gathering. Besides concentrating on the current singles "All the Way" and "Hush," special promotions on the forthcoming album "For Sale" were discussed. Atkinson began his career at the House of Night and Sound Retail Outlets in New York, held the position of promotion manager for Metro Record Distributors in Los Angeles.

Blue Mink Accepted In Mercury Campaign

CHICAGO — Mercury Record Corporation has launched a coordinated advertising-promotion-publicity campaign on behalf of the single "Melting Pot," by the British group Blue Mink, the song which reached the top five on English charts last week.

Mercury has marketed the single and an album by Blue Mink with "Melting Pot" as its title track.

The campaign involves all the departments in Mercury's creative services division and is being coordinated by Lou Simon, vice president for sales and marketing.

Simon plans emphasis on print and radio spot advertising to boost the single, and TV advertising attracting attention on the west coast, especially in Los Angeles.

Commercial Music Class at Peabody

NASHVILLE — Peabody College of Music and the University of the South have opened the second semester of the "Commercial Music" course that was so successful last semester. It is the first such music course ever taught as part of the advertising-promotion-publicity curriculum.

Sponsored by the Nashville Chapter of the National Academy of Recording Arts and Sciences (NARAS) and taught by D. R. "Dick" Powell, "Commercial Music" will offer three hours credit to Peabody students as well as to special students interested in learning more about the music business and its place in the corporate world.

It may also be taken on a non-credit basis. In addition to the overall supervision by Dr. Powell, many of the Governors and members of NARAS will participate in the instruction and practical demonstrations.

This new concept of music training is designed to fill the need for in-depth training in the skills necessary to practicing and aspiring recording personnel. Including the recording field of sales and manufacturing, of records, the trade mags and charts, selections, etc. According to Dr. Reivers, "The goal is to prepare our students for the real world."

Nola With O-D-O

NEW YORK — O-D-O Recording Company has picked up Tom Nola, a sales and music mixer. Nola was formerly head of his own recording studio.

Nola, who operates the sound studio bearing his name for the past twenty-four years, has worked with most of the top musicians in the business. Some of the producers to be supplied are Jack Jackson, Don Nix, Terry Manning, John Penn, Stan Kessler and others in Memphis studios.

Investors List Results

ATLANTA — Security Mortgage Investors, a real estate investment trust has been formed under the aegis of the Security Acceptance Corp., which is comprised of the security interests of Transcontinental Mortgage Acceptance Corp., which has large interests in the music industry.
THANK YOU

1. Styl & The Family Stone (Epic 10555)

2. I WANT YOU BACK

2. Jackson 5 (Motown 1157)

3. LOVE BONES

3. Jannice Taylor (Stax 0059)

3. PSYCHEDELIC SHACK

3. The Temptations (Gandy 7096)

5. IF WALLS COULD TALK

5. Little Milton (Checker 1226)

6. POINT IT OUT

6. Smokey Robinson & Miracles (Tamla 34189)

4. THE TOUCH OF YOU

4. Brenda & The Tabulations (Top & Bottom 401)

8. THE THRILL IS GONE

8. B.B. King (Bluey 63032)

10. HEY THERE LONELY GIRL

10. Eddie Holman (ABC 11240)

18. GUESS WHO

18. Ruby Waters (Diamond 269)

11. LOOK-KA PY PY

11. The Meters (Jokie 1015)

17. RAINY NIGHT IN GEORGIA

17. Brook Benton (Cobiton 44057)

22. LOVELY WAY SHE LOVES

22. The Moments (Starg 5009)

25. DIDN'T I (BLOW YOUR MIND)

25. The Deltones (Philly Groove 141)

15. SOMEDAY WE'LL BE TOGETHER

15. Diana Ross & The Supremes (Motown 1156)

12. I'LL BE SWEETER TOMORROW

12. Linda Jones (Neptune 17)

14. IS IT BECAUSE I'M BLACK

14. Syl Johnson (Twilight 125)

14. BOLD SOUL SISTER

14. Ike & Tina Turner (Blue Thumb 104)

24. I'M JUST A PRISONER

24. Candl Stanton (Fame 1460)

31. YOU ARE MY SUNSHINE

31. Joy & The Blazzers (Original Sound 90)

19. MY HONEY & ME

19. Luther Ingram (Koko 2104)

19. GIVE ME JUST A LITTLE MORE

19. Chairman Of The Board (Invictus 9074)

25. DIG THE WAY I FEEL

25. Mary Wells (Juliette 5684)

26. COUNTRY PREACHER

26. Cannon Ball Adderley (Capitol 2688)

26. HOW CAN I TELL MY MOM & DAD

26. The Lovelites (Uni 55181)

26. TO BE YOUNG, GIFTED & BLACK

26. Nina Simone (RCA 0269)

9. LET A MAN COME IN & DO THE POPCORN (PL. 2)

9. James Brown (King 6275)

9. HOW CAN I FORGET YOU

9. Marvin Gaye (Tamla 54130)

4. MESSAGE TO A BLACK MAN

4. The Whashtans (A&L 001)

38. DO THE FUNKY CHICKEN

38. Rufus Thomas (Stax 0059)

30. MOON WALK Pt. 1

30. Joe Simon (Round Stage Seven 2651)

18. GOTTA FIND A BRAND NEW LOVER

18. Les McCann & Eddie Harris (Atlantic 2686)

18. COMPARED TO WHAT

18. James Brown (King 6280)

41. GOOD GUYS ONLY WIN IN THE MOVIES

41. Mel & Tim (Bamboo 109)

40. THE DELLS (Casket 5623)

41. AIN'T IT FUNNY

41. James Brown (King 6280)

41. GOOD GUYS ONLY WIN IN THE MOVIES

41. Mel & Tim (Bamboo 109)

14. SHEAVES OF GREEN

14. The Flaming Embers (Hot Wax 6907)

40. OH WHAT A DAY

40. The Deltis (Casket 5623)

27. AIN'T IT FUNNY

27. James Brown (King 6280)

41. GOOD GUYS ONLY WIN IN THE MOVIES

41. Mel & Tim (Bamboo 109)

41. THE BELLS

41. The Originals (Bout 35069)

39. ALWAYS SOMETHING THERE TO REMIND ME

39. R. B. Greaves (Atco 6725)

40. CATWALK

40. The Whispers (Motor 561)

41. TIGHTEN UP

41. Etta James (Caelt 5664)

49. TAKE IT OFF HIM & PUT IT ON ME

49. Clarence Carter (Atlantic 27021)

49. BREAKING UP IS HARD TO DO

49. Linda Lech (Commonwealth United 3004)

46. KOOL'S BACK AGAIN

46. Kool & The Gang (Delite 523)

48. COME TOGETHER

48. Ike & Tina Turner (Merit 32087)

46. IF I LOSE YOUR LOVE

46. Detroit Emeralds (Westbound 156)

47. KEEP ON DOIN'

47. The Isley Bros. (F. Neck 941)

48. IF YOU'VE GOT A HEART

48. Bobby Bland (Duke 458)

50. NEVER HAD A DREAM COME TRUE

50. Stevie Wonder (Tamla 54191)

50. CALL ME

50. Aretha Franklin (Atlantic 2706)

Sheppard Heads Mercury Promo

NEW YORK — Bunky Sheppard has been named national R&B promotion director for Mercury Records. Most recently, he was west coast R&B promotion director for Capitol Records, and replaces Otis Poliard, who recently exited Mercury.

One of the top promo men in the industry, he previously worked in national R&B promotion independently and with Vee Jay Records. He was also president of Bunky Records.

In his new post, Sheppard will work closely with Ed Crenshaw, Mercury’s southern R&B promo director.

Data Industries Owns International Artists

HOUSTON — International Artist’s Producing Corp., a Houston based recording and publishing company, has been bought by Data Industries Corp. of Texas. The transaction exchange involves the exchange of one share of one share of Data stock for each six shares of International’s. The exchange value was not disclosed.

International Artist’s will continue operation as a separate division of Data Industries.

Included in the acquisition of International by Data Industries are two wholly-owned subsidiaries of International, Tapier Publishing Corp., and International Artist’s Studios.

Frank Sells “Pretenders’ Folio

NEW YORK — Frank Music Corp. will serve as a sole-selling agent for a brand new voice-piano folio containing all the original music from the LP, “Music to Read ‘The Pretenders’ By,” by the Joe Rene Complex.

The folio will be packaged the same as the Philips LP and the original best-seller book, “The Pretenders,” using a three color cover.

Holly Oldies Go Gold

NEW YORK — The late Buddy Holly has had a single and an album certified for Gold records by RIAA. The status was attributed to the current rock & roll revival which has cast it on across the country and a renewed interest in the top artists of the 1950s.

The Holly disks certified were the single “That’ll Be The Day” by the Crickets (with Buddy Holly) and the album “The Buddy Holly Story.” Both are on the Coral label.

In addition to the resurgence of sales in the Buddy Holly catalog, Holly is featured in a recently preserved Decca Power-Pak tape release this month entitled “Rock ‘n Roll Survival,” along with such ’50s stars as the Shirelles, the Flamingos, Bill Haley and the Comets, Len Barry and the Kalin Twins, which was produced by Joel Schneider. This same configuration will be released in album form on Decca in February.

African Group On Wax and Tour

NEW YORK — The Duo Ouro Negro, an African music group, has released an album on UA International. This coincides with an extensive three month North American tour recently begun by the group from Angola.

The album, called “The Music of Africa Today,” contains selections indigenous to Africa, but that have been applauded throughout Europe both at in person performances and via a novel worldwide network television, notably on the recent 20th anniversary of UNICEF show, hosted by Danny Kaye.

Their American tour includes a wide variety of college campus appearances where the folk quality of their repertoire has stirred much advance interest, Following several dates in the midwest and far northwest, early February will find them in California and, in mid February, Las Vegas.

CBS Acquires Donald

NEW YORK — CBS has acquired the Donald Art Co., an impression house. Included in the transaction was the company’s export organization, Bonnist International, Ltd.
strong defense of the independent distributor system. Jerry Wexler, Atlantic exec vice president, followed Ahmet and introduced all Atlantic personnel attending as well as all independent producers at the meeting. The "Age of Atlantic" film followed showcasing all of the firm's new releases. The film was greeted enthusiastically by the distributor and was re-run again later that day for guests attending the convention.

Neutari Ertegun, Atlantic exec vice president, spoke about many of the new albums, followed by Dave Gery, Atlantic album sales manager, who outlined the new January Sales Convention Program. Bob Kornblum, sales vice president in charge of tapes, also spoke. Other speakers included Atlantic-Ato single sales manager Rick Willard, Cotillion sales manager Johnny Binsack; pop promo head Jerry Greenberg; promotion vice president Henry Allas and publicity and ad vice president Bob Rollins.

On Saturday (17) at the firm's promotion meeting Wexler and Greenberg introduced a group of the new singles being readied by the firm for release shortly. They included Aretha Franklin's "Son of A Preacher Man", the first release on the Stonewall label (sh Stone-Dave Kapralik) with Little Sister called "You're The One"; the Delaney & Bonnie & Eric Clapton single "Crowd Poster"; Dusty Springfield's "Lost"; Wilson Pickett's "Grosby Little Woman"; ZZ Hill's "Faihth & Brutal" with Arthur Conley; "They Call The Wind Maria"; Rudy Mockabee's "Cheer Up, Daddy's Comin Home"; the Memphis Horns' "I Can Turn You Loose" and Nicki Lampe's "Flower Garden". Rick Willard announced a new policy for Atlantic-Ato-Cotillion singles. As of January 19, the firm will give a 100% guarantee on key single releases to be designated by the firm. It marked the first time that Atlantic has given such a guarantee.

At the meeting it was also announced that Atlantic has signed Dee Dee Warwick, the daughter of Dionne and new young performer, composer, Toni Winc, who has written many songs and is a band in the Archie, Jerry Greenberg, Cotillion Promotion, and jazz producer Joel Dorn all spoke at the meeting.

**Album Product**

The hottest albums at the convention on Atlantic were: Aretha Franklin's "This Girl's In Love With You"; Buddy Sprague's "A Beggar Never Me"; Wilson Pickett's "Right On"; McCann's "Back In The USA"; Joe's "Comment"; "Feelin' Al-right" by Mongo Santamaria; "The Diverse Yusel Latef"; "Joe Tex Sings With Strings & Things"; and the "Beat Of Jazz" albums by Herbie Mann, John Coltrane, Ray Charles, Mose Allison, Eddie Harris and The Modern Jazz Quartet. Also strong were new LP's by Bobby Short, Rufus Harley, Freddie Hubbard, Jimmy Scott, John Hammond and The Sweet Inspirations.

The biggest Ato LP's were: Iron Butterfly, Lulu's "New Beat"; "Rock Begins Vola, 1 & 11"; "Reflections" by the New York Rock & Roll Ensemble; Dr. John's "Remedies", "Open' by the Blues Image, and the Bee Gees "Rare, Precious & Beautiful". Also strong were new albums by Black Magic, Insect Trust, Judy Mayhan, High Mountain Hooded and the Jazz LP's on Vortex.

The strongest of the Cotillion releases were: "Lord Dutch & Heavy Friends", "Brook Benton Today", "Ronnie Hawkins", "My Feeling For The Blues" by Freddie King; "Memphis Horns" and Herb Lee's "Stone Flute" on his new Embryo label. Also strong were new albums by Blackwell, Quill, Troyka, Sweet Stavin Chain, Edison Electric Band and the new Embryo Jazz LP's.

**DeLANey & Bonnie Perform**

One of the high spots of the entire program was the live performance by DeLANey, Bonnie & Friends before all of the assembled distributors, promotion men and guests. They started playing at 10:00 P.M. and continued until the wee hours of the morning. Performing with them, in addition to their own backing group were King Curtis, Herb Lee and Jerry Greenberg on drums. DeLANey & Bonnie, who were signed to Atlantic a while back by Ahmet Ertegun, had the excitement of the crowd to mark the first time after time, DeLANey & Bonnie's first Ato LP, with Eric Clapton, will be released next month.

Shown at the meeting for the first time were three color 14x11 striking aids in loose-leaf binder books for Atlantic, Ato & Cotillion. The books contain pictures of all new album covers, 8-track cartridges and cassettes plus pictures of "Best of LP's" and best selling catalog. The loose-leaf binders also contain reproductions of all the firm's logos and headlines to use in advertising. Three color books were used by the firm's new silk screen printed displays featuring album displays, hanging ceiling displays, and hangers.

"Hey B.J., Where Did Everybody Go?"


Cash Box — January 31, 1970
DIANA ROSS & THE SUPREMES

FRONTIER HOTEL, LAS VEGAS — An era came to an end last week as Diana Ross of The Supremes and Motown's "Farewell Performance" before an intimate audience was presented. In this arena, Ross did another dazzling job of acting and execs, and various celebrities.

The trio opened the show with a string of hits medley from "Baby Love," "Switched on Smokey," and "Love Of My Life." They closed the show with "Baby Love," switched smoothly into "Lady Is A Tramp," and bade everyone goodbye with "I'm Gonna Make You Love Me." Since then, the group and Diana will probably not be working together again. The group's last tour was a major success, due in part to Ross' solo efforts, which included a power ballad, "Do you remember?" that was performed from the center of the audience, and an even more moving reading of Jim Webb's "Didn't We," seemingly performed to Motown president Berry Gordy's tears. The group are already noted for being able to perform any type of material, but going solo, Diana sounded more magnificent than ever.

The Doors

THE DOORS

LONNIE MACK

MADISON SQUARE GARDEN, FELT FORUM, NY — Rock audiences have revel in new music. Yesterday, the New York rock audiences have. May 3, 1969, The Doors opened their show in an exciting performance. It's because of the explosion of talent that makes it difficult for a viewer to expect excited week after week. Many, however, have reserved the right for the Doors. There was a certain, very discernible atmosphere that has reigned over the past few weeks. The Doors have a strong appeal to them, a feeling of nervousness in the air. The Doors' lead singer, Ray Manzarek, was the only singer with a group such as The Doors which has the ability to make the audience feel that there is only one person onstage, and that the group is actually alive and not just a myth. Well, The Doors are alive and right now on stage is Ray Manzarek.

Unfortunately, The Doors have come to mean Jim Morrison and three other guys. Morrison is undoubtedly a superior talent. But, the "three other guys," who are Robby Krieger, John Densmore, and John Densmore, just happen to contain the name of The Doors. The group assembled today, Of Course, Morrison is out front, inches away from the audience. His hair is long, he's eaten his leather pants from his body, but the "three other guys" are in the back kicking down some of the best music that can be heard anywhere in the world. It's called "Light My Fire," shaded and refined by that goodness that the recorded version were simply masterful. I don't think that I can ever listen to Feliciano's rendition of the song after hearing and seeing the doors do it.

Let's give the singer some. There is no way of categorizing Jim Morrison. Feliciano was in the audience, he probably could come up with some fitting descrip- tion of him, but I am not sure. He's got the total range of emotions. When Morrison latches at the hook, he does it and he does it well. Isn't it odd that a band so recognizable as The Doors, and such a knowledgeable group of fans must continually reassure themselves of the very existence of their group? Morrison himself has said that the group is actually alive and not just a myth. Well, The Doors are alive and right now on stage is Ray Manzarek.

SANTANA

JAMES GANG

CATFISH

FILLMORE, N. C. - Cold Blood debuted at the Fillmore three weeks ago and this was the last of this season we will meet them. The upcoming season will be expected to meet them again in their next season. We have heard that the band is not the first to take a bow. Their audience on their feet for eons and encore, a unique feat at that for any group on stage.

A moving, funny, bluesy group, Catfis, is one of the bands that have captured the crowd. The group consists of a band of lead guitar players and four pedal steel players to fill in. Their sound has been described as 'Latin Rock.' A very together group that has had the ability to surprise a driving percussion section that took over most of the numbers they played. Santana's next set the most dramatic breaks were their thing. Heavy audience reaction was answered by the group punched out "Jungle" and "Evil Ways," their hits. The totally active Santana drove the crowd to the point of excitement that got them a standing ovation. But, this was only a tiny part of the time left on the bill, they were able to answer shouts for encore. Their presentation of rock and Latin has turned out a beautiful offspring.

JAMES BROWN SHOW

INTERNATIONAL HOTEL, LAS VEGAS — Not all artists can be all things to all people. But from his success in their careers, all artists try. James Brown suffered from schizophrenia at the start of his career. When he was in one of his moods, he would pass out on stage and the audience would never know. So, of all the greats, the only, with the ultimate result being that he almost didn't make it.

James' opening night was an ad- mired failure. But when they came back to the show again a week later, things looked much brighter. In addition to schizophrenia, James apparently also suffers from insecurity, evidenced by his choice of second-string. Songs such as "I Got Lucky," and "I'm From Ohio" are at least a few steps up from the "I Got Lucky." Brown opens with a short version of "Cold Sweat," more moves into a version of "Please Please Please," from his new album, "The First Time I Met My Mind," before getting back to the rock and roll side of his career. Brown comes back to do his thing, and that's when things pick up. "It's A Man's World," "Papa Don't Hit Me," the rock, and that's most of what they did. James Brown loves to create a "Man's Man's World." "There Was A Time," "Papa's Got A Brand New Bag," "I Feel Good," short "Please Please Please," Brown shares at being Soul Brother #1, and that's the direction he should be following.

DICK JENSEN

COPACABANA, N. Y. — "White soul" singer Dick Jansen of the hit song "I'm Gonna Make You Love Me," is a very masculine performer born in Hawaii, raised in California, worked in New York City, and is now enjoying a career out of Puerto Rico. His stature in PR is so great that he is considered one of the most international reknown if his debut at the Copa last week was any indication.

Jensen's immediate identification with Tom Jones, this is not to denigrate his own excitement. But Jensen is, in reality, part of what could be a new genre of music — the "pop music," a sincere devotion to the soul-singing formula, introduced by a singer who could not even be called a "singer," but rather, a kinetic group called the Imports.

With a voice of great excitement, a style of strong sex appeal and delightful contemporary footwork, Dick Jensen is an act to watch. He's on-disks and in-person.

SANTA FE NIGHT

ANAHEIM CONVENTION CENTER — Despite the raging controversy over the "Santa Fe Night" show, it was still "authentic" enough to be considered an unqualified success. The show, held at the Anaheim Coliseum, is a show that was performed. This was a show that was performed with the greatest of fanfare. It was a show that was performed with a great deal of anticipation. It was a show that was performed with a great deal of excitement. It was a show that was performed with a great deal of pride. It was a show that was performed with a great deal of enthusiasm.

The only pity that is that towards the end of the show, the sound system seemed to raise several decibels, as if the audience was trying to drown out the words. This was a pity that is that towards the end of the show, the sound system seemed to raise the lever pitch that was building up. That may be wrong, but Three Dog Night probably do without that false use of irritation and just let their voices carry on by itself.

With Porter alternating on a couple of guitars and McGraw strumming forcefully on a guitar, they dipped into a repertoire which included folk, Motown, and a few songs from their last album, along with several Bob Dylan tunes. Their harmonies on "Me And Bobby McGraw" and "Woke Up Somewhere I Didn't Mean To Be" drove "Sooner Or Later One Of Us Must Know" in a manner that showed some of their more interesting facet of the Dylan statement.

McGRATH & POTTER

GASLIGHT CAFE, NEW YORK CITY — Twenty young men from Rochester, NY, made their New York City debut at the Gaslight Cafe yesterday. It was a gentle and lyrical sound which is so tender, it's almost too tender. The band are already caught on in the upstairs area and should be spreading across the land. At least it deserves to be.

With Porter alternating on a couple of guitars and McGraw strumming forcefully on a guitar, they dipped into a repertoire which included folk, Motown, and a few songs from their last album, along with several Bob Dylan tunes. Their harmonies on "Me And Bobby McGraw." Their honky-tonk "Woke Up Somewhere I Didn't Mean To Be" drove "Sooner Or Later One Of Us Must Know" in a manner that showed some of their more interesting facet of the Dylan statement.

REGINE

CARNEGIE HALL, N. Y. — Judging by the sound of the audience response, French chanteuse Regine is a pleasant but not extraordinary talent. The new album, "The Light," is in the U.S. Edith Piaf's lost, plaintive quality was irresistible to many American listeners, but Regine has nothing special to offer. She sings nicely, but she is neither forceful nor subtle. At Carnegie, she got nice applause but no back-theatre response down some of the best music that can be heard anywhere in the world. It's called "Light My Fire," shaded and refined by that goodness that the recorded version were simply masterful. I don't think that I can ever listen to Feliciano's rendition of the song after hearing and seeing the doors do it.

Let's give the singer some. There is no way of categorizing Jim Morrison. Feliciano was in the audience, he probably could come up with some fitting descrip- ion of him, but I am not sure. He's got the total range of emotions. When Morrison latches at the hook, he does it and he does it well. Isn't it odd that a band so recognizable as The Doors, and such a knowledgeable group of fans must continually reassure themselves of the very existence of their group? Morrison himself has said that the group is actually alive and not just a myth. Well, The Doors are alive and right now on stage is Ray Manzarek.

Regine was really excited, but no one in the audience seemed interested. She seemed somewhat baffled by the attention that she received. She sang with a soft, almost cooing voice, and her songs were accompanied by a simple piano introduction. The audience seemed to enjoy her performance, but her enthusiasm was not as strong as it could have been. There was no applause from the audience as she finished her set, and she seemed a bit disappointed at the lack of enthusiasm.

The following day, Regine appeared at the Fillmore West, where she performed a similar set. The audience response was better this time, and she received a standing ovation as she finished her performance. Despite this, she seemed somewhat nervous and unsure of her abilities, and her performance was not as strong as it could have been. Overall, Regine's performance was well received, but she seemed to lack the confidence and energy that she would need to truly captivate the audience.
Cedric Rainwater Dies

NASHVILLE — Cedric Rainwater, one of Hank Williams, Sr.’s original Drifting Cowboys, died of a heart attack in his Nashville home. He was 36. Cedric, whose real name was Ceathrain Anthony, was born in Carolina County, in 1914 in Florida, where he had been a fly rounder and in radio. He worked on the Grand Ole Opry with Bill Monroe, Paul Howard and while he was a member of Lester Flatt and Earl Scruggs’ Foggy Mountain Boys. He joined the Drifting Cowboys in 1950, playing bass fiddle and doing comedy and remained with the group until Hank Williams’ death in 1953, after which he worked with Hank Williams Jr., Marty Robbins, Kitty Wells and Ferlin Husky. In 1969, he worked with the Drifting Cowboys on the Hank Williams, Jr. package show. Rainwater is survived by his wife, Alice, two sons, Howard Watts, Jr., and Jared S. Watts, who resided in Nha Trang, Vietnam; and his sisters, Mrs. Leona Ward and Mrs. Hazel Pinson.

Tulsa Tribute To Wills

NASHVILLE — Twelve thousand fans joined leaders of the music industry in a January 21 tribute to Bob Wills on January 18. The eight-hour show, produced and directed by Hal Peebles, co-starring Roy Acuff, Stonewall Jackson, Ernest Tubb, Tex Ritter, Chill Wills, Hawes, Ernie Tubb, Floyd Tillman, and many others. It has made a tremendous contribution to the music business. “Santa Anna Rose” is perhaps his best known work.

Wills, along with Tex Ritter, Roy Acuff, and Ernest Tubb, is a member of the Country Music Hall of Fame.

On February 8 the CBS-TV Ed Sullivan Show will present Nashville’s Country Music Festival. The group, composed of RCA Vice-President Chet Atkins, Floyd Cramer (RCA) and Boots Randolph (Monument), will also feature individually. The group will be joined by Dusty Springfield, a songstress from Nashville and by the Nashville Symphony under the direction of Carl St. Clair, to close the show. A radio station WAMC-promoted show in Charlottesville, N. C. January 17 featuring Bill Anderson and P. Bo. cartoons and Charlie Pride, grossed $40,000, a testimony to the tremendous popularity of the two headliners. Also appearing were Jimmy Gately, Jan Howard and Lynn Anderson. Danny Davis and the Nashville Brass, currently appearing on stage of the “World of Country Music,” will be on hand for the show.

Hubert Long has announced the formation of Greentree Music in conjunction with Nashville-based Paul Fetter. Fetter will serve as president with Long operating in the capacity of general manager. Also announced was that a recording star George Jones was in Music City last week to put finishing touches on a forthcoming LP. Wife Tammy Wynette is set to tape the Johnny Cash Show January 29 with fellow guest-artists Ray Charles and J.J. Cale. It is reported that country music vocalist Jerry Reed in Hollywood to tape for the Glen Campbell CBS-TV Country Music Show date set for January 25. Also announced was that a highly successful week in the San Francisco area for Chet Atkins and the Giants. The group, recently signed by Frank Fetter, will be at a free folk shop at the club and left with a return booking for the next week.

McM’s ‘tick’ Track Showcases Glaser

NASHVILLE — For the past three weeks Tompall and the Glaser Brothers have been in New York, supervising the music for the soon to be released MGM movie, “tick tick tick,” and handling negotiations for Tompall and the Glaser Brothers to do all of the singing and the sound track of the film which stars George Kennedy, Jim Brown, and Frederick March. Urban King, who has handled the featured in are publishing catalogs owned by McM’s ‘tick’ Track. The title song, “tick tick tick,” and “All That Keeps You Going” were written by Tompall and the Glaser Brothers, exclusive writer for the Glaser.

Also included in the movie will be “California Girl”, written and published by Jack Clement, who produced and recorded the song. McM’s ‘tick’ Track will handle the music

An MGM album with Tompall and the Glaser Brothers singing on songs of the soundtrack is due for release simultaneously with the film.

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Message Music from Monument: Henson delivers another outstanding performance. Rich material. This one will appeal to pop and country fans alike, further establishing Henson Cargill as one of the VIPs (very important performers) on the contemporary music scene.

_Henson Cargill Is Another Reason Why Monument Is Artistry_

MONUMENT RECORD CORP.
NASHVILLE / HOLLYWOOD
JERRY LEE LEWIS (Smash 2257)
Once More With Feeling (2:24) (Combine, BMI — Kristofferson, Silverstein)
Jerry Lee Lewis puts a lot of feeling into “Once More With Feeling,” and
he’s certain to have a big hit with the number. Should be soaring up the
charts almost immediately. No information available on the flip side at this
time.

PORTER WAGONER AND DOLLY PARTON (RCA 9799)
Tomorrow Is Forever (2:45) (Cowper, BMI — Parton)
Porter Wagoner and Dolly Parton sing nicely together on this philosophical
ballad penned by Dolly. “Tomorrow Is Forever” has a winning sound and should
be a substantial item. Flip: “Mendy Never Sleeps” (2:05) (Cowper, BMI —
Parton)

WILLIE NELSON (RCA 9798)
Once More With Feeling (2:36) (Glen Campbell, BMI — Nelson)
Jerry Lee Lewis and Willie Nelson have a communally treated singles with
the same title, but don’t get confused. The songs are different. Willie’s deck
is strong and should be a solid chart entry. In fact, see two “Once More With
Feeling’s” on the Country Top 50. Flip: “Who Do I Know In Dallas?” (2:27) (Tree,
BMI — Cochran, Nelson)

JOHNNY DARRELL (United Artists 50629)
Mama Come N Get Your Baby Boy (3:08) (Viva, BMI — Blackwell)
Should be plenty of airplay and sales in store for Johnny Darrell with “Mama
Come N Get Your Baby Boy.” Side has lots of appeal and shapes up as another
good one for Johnny. Flip: “I Guess Days” (3:07) (BMI, Brown)

PEGGY LITTLE (Dot 17338)
Mama, I Won’t Be Wearing A Ring (2:45) (Hill and Range/Blue Crest, BMI —
Frazier, Owens)
Peggy Little tells the sad story of a girl who went to the big city and got
into trouble. “Mama, I Won’t Be Wearing A Ring” sounds like a side
designed for success, so put it on your list of disks to watch closely. Flip: “Love’s Big-
gest Foot” (2:58) (Little Street, ASCAP — Little)

JEANNIE SEELEY (Decca 32629)
Please Be My New Love (2:29) (Tree, BMI — Cochran)
Jeanie Seeley has been getting more and more popular and she should
continue to do strongly with her new single. A promising romance ballad, the side should
do very well. Flip: “Have You Found It Yet?” (2:38) (Tree, BMI — Lane, Cochran)

WELDON MYRICK (Dot 17332)
Cry Like A Baby (2:41) (Press, BMI — Penn, Oldham)
Weldon Myrick’s version of the Bob Dylan pop hit could very well become a
country biggie. The chanter comes across with a very nice performance, and
the song has already proven its appeal. Flip: “Only Love Can Break A Heart”
(2:12) (Arch, ASCAP — David, Bacharak)

TONY DOUGLAS (Paula 1220)
His And Hers (2:25) (Big D and Glad, BMI — Douglas, Jennings, Couch)
Tony Douglas feels like a strong side that could do well. The proper
exposure, Song is about a couple that looks happy from the outside
but really isn’t. Flip: “Your Goodbye” (2:15) (Su-Ma, BMI — Fowler, Douglas)

JERRY CHESTNUT (United Artists 50623)
Legend Of The Highway (2:10) (Passiley, BMI — Chesnut, Hoyt)
This rough truck-driving ditty could stir up heaps of action for Jerry Ches-
nut. Side has lots of power and merited careful attention. Flip: “Small Enough
To Crawl” (2:47) (Passiley, BMI — Chesnut)

Newcomer Picks

RUSS LINDLEY (Colony 2555)
Lonely Reality (2:49) (Tree, BMI — Mayton, Valentine)
“Lonely Reality” is a real estate agency where people who are going to get
divorced go to sell their homes. Russ Lindley gives a good performance of
the song, and with good promotion, the deck could catch fire. Flip: “We Love
Her So” (2:42) (Chopin, BMI — Lindley)

Best Bets

JOHNNY WRIGHT (Decca 26287)
God Put A Rainbow In The Clouds (3:27) (Fred Rose, BMI-Arr. Wright)
Interesting religious side with a pop
flavor in places. Could do something.

HENSON CARGILL (Monument 1104)
What’s My Name? (2:26) (Vantage, BMI-Tubert) Henson Cargill delivers a
reflective monologue about the na-
ture of man. Could be a left-field item.
Flip: “Me And Bobby McGee” (2:47) (Combine, BMI-Foster, Kristofferson)

RAY CORBIN (Columbia 48765)
Hurricane Shirley (2:43) (Return, BMI-Bare) Could be good action in
store for Ray Corbin with this ditty
about a wild woman. Give it a listen.
Flip: “When You Fall As Hard As I Did” (2:16) (Combine, BMI-Marenco,
Gallbraith)

WILLIS BROTHERS (Starday 884)
Gypsy Rose And Me (3:19) (Cowper, BMI-Porton) Contagious toe-tapper from
the Willis Brothers has a nice
sound and could make noise. Morris
a hearing. Flip: “Cold North Wind”
(3:30) (Starday, BMI-Bruce)

Cash Box — January 31, 1970
IS THE COUNTRY MARKET READY FOR THE ROCK'N ROLL REVIVAL?

CHARLIE BROWN
BY THE FABULOUS
COMPTON BROTHERS
DOT 17336
PRODUCED BY HENRY HURT
IS BREAKING OUT EVERYWHERE!
WATCH FOR IT ON THEIR NEW DOT ALBUM TOO (DLP 25974).
CALL NOW FOR IMMEDIATE STOCK.
PARAMOUNT RECORD DISTRIBUTORS, A GULF + WESTERN COMPANY
WALK A MILE IN MY SHOES

16
(Lowery — BMI)

Joe South (Capitol 2704)

21

THINKING BOUT YOU, BABE

31
(Bradley Caprice 11774)

Billy Hall (Capitol 17974)

30

DADDY COME AND GET ME

17

(DeLaw — BMI)

Dolly Parton (RCA 9784)

34

OKIE FROM MUSKOGEE

18

(Blue Book — BMI)

Merle Haggard (Capitol 2626)

20

TRY A LITTLE KINDNESS

19

(Airfield/Gen Campbell — BMI)

Gen Campbell (Capitol 2693)

22

SHE CHEATS ON ME

20

(Accu Rose — BMI)

Glen Barber (Hickory 1557)

38

WABASH CANNON BALL

21

(Pearl Int. — BMI)

Nashville Brass (RCA 9785)

41

SOMETHING TO THINK ABOUT

22

(MGM 14095)

Jackie Darin (I'M 40

Lynn Anderson (Chart 5053)

55

THE FIGHTIN' SIDE OF ME

23

(Blue Book — BMI)

Merle Haggard & The Strangers (Capitol 2719)

38

WILLIE AND THE HAND JIVE

24

(Elmo — BMI)

Johnny Carson (Empire 66423)

52

THE ARMS OF MY WEAKNESS

25

(Barrow — BMI)

Dale McCall (Wayside 508)

50

CHARLIE BROWN

26

(Tiger — BMI)

Compton Brothers (Dot 17336)

59

A WORLD CALLED YOU

27

(Lynn — BMI)

David Rogers (Columbia 40007)

46

I'VE BEEN EVERYWHERE

28

(Bill & Berta — BMI)

Lynn Anderson (Chart 5053)

54

YOUR HUSBAND, MY WIFE

29

(Pocket Full of Turkeys/Alberries — BMI)

Bobby Bare & Sherette Davis (RCA 9789)

56

CAMELIA

30

(Westville Noms — BMI)

Marty Robbins (Columbia 40024)

42

RUBY, ARE YOU MAD

31

(Acuff Rose — BMI)

Osborne Brothers (Decca 32598)

58

YOUR TIME'S COMIN'

32

(Gibson BMI)

Faron Young (Mercury 2983)

44

COUNTRY GIRL

33

(Shelby Singleton — BMI)

Jennie C. Riley (Plantation 44)

60

PARTY BILL

34

(Bluebird/AIGallico)

La Wanda Lindsay (Chart 5042)

55

BEFORE THE NEXT TEARDROP FALLS

35

(Shelby Singleton — BMI)

Linda Martell (Plantation 36)

57

THEN SHE'S A LOVER

36

(Russell Custom — BMI)

Roy Clark (Dot 17335)

35

TENNESSEE BIRD WALK

37

(Blacks Bay — BMI)

Jack Blanchard & Roy Morgan (Wayside 010)

60
BIG COUNTRY

HARLOW WILCOX
“GOLDEN GUITAR FLOWER”
PLANTATION #45

RAY PILLOW
“IT TAKES ALL KINDS
OF PEOPLE”
PLANTATION #36

JERRY LEE LEWIS
“ONE MINUTE
PAST ETERNITY”
SUN #1107

LINDA MARTELL
“BEFORE THE NEXT
TEARDROP FALLS”
PLANTATION #35

JEANNIE C. RILEY
“COUNTRY GIRL”
PLANTATION #44

THE SHELBY SINGLETON
CORPORATION
NASHVILLE — U.S.A.
TO SEE MY ANGEL CRY/THAT'S WHEN SHE STARTED TO STOP LOVING YOU — Conway Twitty — Decca DL 75172
Titled after his two hit singles, "To See My Angel Cry" and "That's When She Started To Stop Loving You," Conway Twitty's new LP is a powerhouse item that should be showing up on the charts in the very near future. In addition to the two hits, the LP contains "The House Of The Rising Sun," "Okie From Muskoppe" and a host of other goodies. Be sure to have lots of copies of this one on hand.

BIG DADDY DEL — Del Reeves — United Artists UAS 6722
"Big Daddy Del" really delivers the goods on his latest LP, and there are lots and lots of people who want to buy what he's selling. Teeing off with his biggest, "Be Glad," Del goes on to sing "Big Daddy," "It's A Sin To Tell A Lie," "There Wouldn't Be A Lonely Heart In Town," "But Of The Woods" and six others. Chart action imminent for this one.

LOVE AIN'T NEVER GONNA BE NO BETTER — Webb Pierce — Decca DL 75173
Webb Pierce's fans should turn out in force to buy his new LP. Teeing off with his last single, "Love Ain't Gonna Be No Better," Webb delivers a package full of the appeal that has made his name a household word among country music fans. Besides the title number, the artist sings "The Other Side Of You," "Everyday Will Be Sunday After While," "You Were My Inspiration" and seven others. Chart material.

GOING UP THE COUNTRY — Jim Ed Brown — RCA Victor LSP 4262
Look out for Jim Ed Brown to chalk up another winner with "Going Up The Country." The chart gives his all on this one, and his followers are sure to want to latch onto the LP. Set contains his single hit, "Ginger Is Gentle And Waiting For Me," as well as the title cut and a host of other numbers that are sure to please. Package is a must stock item for dealers.

HONEY, I'M HOME — Stan Hitchcock — Epic BN 28330
Titled after and including his recent chart-topping hit, "Honey, I'm Home," Stan Hitchcock's latest album should do nicely for him. Stan has a really nice voice, and he knows how to handle a song. In addition to "Honey, I'm Home," he offers "Someday You'll Call My Name," "Then You Can Tell Me Goodbye," "You Gave Me A Mountain" and seven others. Nice job the changer.

WAYLON — Waylon Jennings — RCA Victor LSP 4260
Save a place on the racks for Waylon Jennings' new LP. It shapes up as sure winner for the chart. Package contains his big hit single, "Brown-Eyed Handsome Man" and 10 more goodies, among them "Don't Play The Fool," "I May Never Pass This Way Again," "Yellow Hairled Woman" and "Yes, Virginia." Chart bound set.

THE BEST OF GEORGE HAMILTON IV — RCA Victor LSP 4277
There should be a sizeable demand for this record, which showcases a fine artist in performances of his biggest hits over the past twelve years. Some of the tracks are versions of the old hits (this 1956-57 million seller, "A Rose And A Baby Ruth," for instance, originally on ABC-Paramount, is heard here in a new take on RCA in 1967). There are eleven cuts in all, "Ain't That Lovin' You," "Break My Mind," "Early Morning Rain," and "Urg To For Going" are a few of the titles. LP should be on the charts soon.

FINAL FLING—ONE LAST TIME — Lester Flatt & Earl Scruggs — Columbia CS 9445
Unless unforeseen circumstances occur, Lester Flatt and Earl Scruggs, one of the most famous duos in the history of country music, will never be heard together again except on records, and this is the last new release that their devotees will have. Their breakup last year saddened a lot of people, for Lester's voice and Earl's banjo fit together perfectly. Well, let's enjoy this "Final Fling" and hope that the two artists do as well separately as they did together.

MAKIN' MEMORIES — Dottie West — RCA Victor LSP 4276
Dottie West should please her many followers with her new album effort, "Makin' Memories." The singer is in excellent form all the way through, and she's bound to earn plenty of praise for her performance. Starting off with her latest single, "I Heard Our Song," Dottie goes on to offer 10 other tunes, including "With Pen In Hand" and the title song. Excellent album.

WE LIKE TRAINS — Jim & Jesse — Epic BN 28313
Jim & Jesse have come up with an album of train songs that could be a winner for them. The duo offers versions of such railroad numbers as the ever-popular "Wabash Cannon Ball," "The Golden Rocket" and "Yonder Comes A Freight Train" in fine style, and the results add up to a package that's a chart candidate. Put this one on your list of disks to watch.

MARTY MARTIN SINGS COUNTRY MUSIC — American Heritage Music Corporation AA 117/118
Marty Martin, well known to listeners of Radio Station KGEM, of Boise and Nampa, Idaho, here offers a set that proves him to be a performer deserving of recognition. He has a very strong, vital voice and really knows how to put a song across. He has also written some good songs (all 12 on this set are his), "Boxer Willie" and "River Through Reno" being two of the best. Give this LP a careful listen.
For five years, the Peddlers have been successful on the cabaret and club front, and last September they hit the charts with their "Birth" single. On Jan. 26, the trio leaves for a two month stay in Australia and New Zealand; play a month at Caesar’s Palace/Las Vegas, then on to Israel and Poland. Coincidental with their tour, a single "Girlie" and an album "Birthday" is released world-wide by CBS (Epic in the US). From left to right: Trevor Morais, Roy Phillips and Tab Martin.
The newly formed Country Music Association (Great Britain) is wasting no time in beginning a campaign for greater representation of country music on the British TV and radio airways. The CMA, the first professional country music body in this country, claims that records and artists in this brand of music has increased considerably during the last twelve months, but the public and press are not being reflected in the program, planning and activities of the ITV and BBC authorities. The CMA has come into being after a series of meetings during the last two years in London, at which over 300 of the various UK, RCA, EMI and Phillips took part as representatives of their companies, booking houses, and country catalogues. The CMA chairman is Mervyn Conn, president of the International Country Music Festival at Wembley and country package tours. The CMA embodies the existing British Country Music Association, which will continue functioning at creator level under the aegis of the new formation. Other CMA officials are Murray Kash, who is secretary; and Tony Barrows, who will act as press officer. The National Executive Committee is composed of Charles Williams of the Griffin Catering, the former owner of the larger tour booking country presentations, British Country Music Association representative Godfrey Greenwood, Ron Randall of AcuffRose Music, Bob Kingston of Southern Music in the U.K., and John Ray of the country dejay and master of ceremonies Pat Campbell, who recently founded the Hits label, which is his own "The Deal" on Major Minor. The committee is determined to obtain the necessary powers to gain a wider representation, and there are plans to institute annual country music awards. The committee is the first of the second International Country Music Festivals to be held this year. The first of these will include sponsorship and supervision of the BCMA activities, and the introduction of a regular news bulletin. The bulletin reminds us that the CMA's association with the country music is constantly increasing in its appeal has been slightly benefited by the demise of the monthly "Opry" magazine after a valiant but ultimately unsuccessful struggle for survival.

Argent, the new four-piece group formed by former Zombie Rod Argent, will be appearing at CBS studios in New York before a live audience on March and April. The group is being managed by the company's Active Management and its agent is David App's of Artist Management and American Radio Management Agency and Music. Argent is under contract for CBS, has been billed prior to its American tour, but its first album, recorded by another ex-Zombie, Otis Smith, Broughton of Nexus Productions, is being issued by CBS. Argent may give a special London theater concert during February before its departure to Britain, where a welcome seems assured, judging by the outstanding success of the band's Europe there during their existence. The group has a U.S. gold record for "Time of the Season" and was offered a million dollars by American promoters to re-form for another tour (the offer was declined).

Available Recording Studio Manager/Director

American, 20 years tops level experience and associates, knowledge, ability, honesty, technical aspects, references, films and advertising, presently residing in Hollywood, California, U.S.A. Replies to:

Box No: 37, Cash Box, 3 Cork Street, London, W. 1.

Discs Universales, S.A. board of trustees made the official announcement to the press last weekend of the appointment of Hans Schroedl to the post of V.P. for the Latin American operations of Phillips Phonographische Industrie Holland Nederland and Deutsche Grammophon. At the same time, it was confirmed that Luis Bostan is taking over Schrödel's place as General Manager of Discos Universales, S.A.

When the Fifth Dimension arrives in Mexico City next February, the Western Capital will have another group that will be at its peak. The Fifth Dimension's popularity has increased to the point where "Let The Sunshine In" and "Bell Records is a Discos Capitol De Mexico label." A new program, Barroco, Carlos Camacho and Bando Vlitch in Le Perch in Mex-ico City after a tour that took them as far as Merida Yucatan. Camacho and Bando Vlitch will be on Quintero Angeles next March to release a golden disk. Discos Capitol De Mexico is about to launch Pacho Chanona singing his own material. Chanona is the author of the most popular song in the charts with "Capit Y Poxo." and "Ricardo and Roberto." The new label of the week are "Midnight Cowboy" with Ferrante & Teicher on United Artists (Musart), "Moondreams" with Walter Wanderly on RCA Victor, "The Beatles" with Bacharach and David, with 18th Century Corporation on United Artists (Musart), "Space" with Roy Orbison on RCA Victor, "The Beatles" with John Lennon on Deutsche Grammophon, "In Space" with Quincy Jones on A&M, "David Lloyd & His London Orchestra" on Blue Note, "The Beatles" with The Brass Manager on Project 3 Total Sound, "Gambol" on Odeon (Capitol), and "16 Hits, Great Movie Themes" on RCA.

Great Britain's Best Sellers

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Sales of Japanese Yamaha organs in the UK, doubled in 1969 compared with the previous year. According to the line's English agents, Komble, Yamaha has now won a combination of six different premium organ market, and their instruments are in constant demand by the customers on account of their trouble-free characteristics.

Phonographic Straton-Smith's Charisma label will be issued in the States on Probe, the ARC Records subsidiary of EMI, with a call for a minimum of eight LP's per year. Initial releases will be LP's by Rare Bird, Van Der Graaf Generator, and the experimental LP by Joseph Eger with Straton's Charisma single was released in Britain on January 10. It was produced by former Bonzo Dog Band member Larry Smith.

Barry Glass bowed his Trend label with an Albany Room. White House on January 13th. Recitals dealers have received a six-minute sampler introduction disk to the label enabling customers to obtain training extracts from the first three Trend releases before January 16th. These are "Dearest Belinda," by the Chad, "The Sun in My Morning," by the Adonis, and "Lonely Alone" by Consort, The Trend label is being promoted by

Blues artist Duster Bennett is joining the John Mayall Band on a world tour with a group in America for eleven weeks beginning next month. Bennett is currently being managed by the Gannell branch of the Robert Stigwood Organization, and will record as a solo act for Blue Horizon Records, which will release him when he is ready to participate in Mayall disk sessions.

Tom Petzel has been named concert manager of the Route 20 Rock and Roll Orchestra, succeeding David Metteley, who has joined EMI's international rock music department. Petzel himself is a former EMI classical staffman. He will be in charge of the band's music, recitals, and music department as chairman last month, and continuing in the promotion differences with conductor Nils Gron. His new post entails executive liaison with concert and performing companies, with the EMI companies on behalf of the PRO, and he will assist general manager Raymond Few in organizing the PRO silver jubilee celebrations. The PRO has been working with the management of the Sir Thomas Beecham.

Vox Sound Equipment, a famous name in the music business for sound amplification with many star pop players, was placed in the hands of receivers on January 7th. Its factory at Erib in Kent is continuing production, but the only alternative to the company's closure seems to be the possibility of a takeover bid, and negotiations are in progress with some interested parties. The credit squeeze is blamed for the company's difficulties.

Ron Holmes has been named factory manager of the British subsidiary of the company. He was appointed by Walter Weigand, who is now recently named as general manager of the company's British branch. Holmes is at present manager of the management company's production, and pre-recorded tape cassettes at the Perth by special order, but he will take up his new duties shortly at the Payment plant being installed at the company's factory.

Robert Stigwood just back from Hollywood has made a tour of the sales offices in the Philips Records. One of the topics under review was the creation of a "Second Line." composed of various jazz musicians. Stigwood said "People think the Second Line is an organization, but our group members must stay together, but this is not so. I think it is more exciting to create a group from other groups." Latest in the line of split-up groups is Air Force formed by Ginger Baker, the Blind Faith drummer. Jack Bruce has formed a new group which will accompany him on the "Air Force" tour, which opens at the Fillmore East, New York on January 30th.

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Quiksys: Mervyn Conn has acquired exclusive representation of the American press on behalf of the British Music Association for TV in February. John Walker's version of "Two Steps to Heaven" appeared on his latest Columbia album..."Two Little Boys" still riding high on the charts for Daretown Music...EMI hosted reception for Roger Whittaker, who is riding high on the charts with his "Lavina (Durham Town)" Columbia single, published by Croma Music.

CAB/CAPAC 2 Disk Set

Toronto: Newest CAB/CAPAC release is a 2 record set entitled "New Orleans," which contains piano pieces intended for use by music teachers. The works are graded by degree of difficulty and include explanation, biographies and sheet music. Composers include Charles Fox, Warren Moul, William Lea, Lorne Bets, Clement Pepe, Louis, and N. D. Bell. Col. Century publishers are Gordon V. Thompson, Richman Records, London Ltd., Harris Ltd., Lees Music Ltd., and Peter McKee. The sets are available on the Billboard label and in a French language version.

The project was undertaken with the aid of the Canadian Federation of Music Teachers' Associations, and should be followed by a similar set for clarinet and another for flute.
CHUM's First Single Production Causes Stir In Canadian Trade

TORONTO — CHUM Ltd. flexed its new found production power and sum- mer's top hit, "Miserlou," at a meeting in an effort to find distribu- tion for their first production.

The "Miserlou" Family was produced at the Toronto studio of Harry Belafonte's Associated Talent. CHUM's purchase of Summerle/Win- terkell production and distribution and the CHUP International part of the new firm, chaired the meeting. More important, CHUM, thought, were the release spores "wrong" when some of the record company types asked some very direct questions and walked out in the middle of the proceedings.

The meeting was unprecedented in that this is the first time a powerful radio station has entered the field of production and the first time that a production has faced the faster of record companies to make bids for a master.

A Holly android, was the most con- clusive evidence of the fact that with the recent muscle flexing of the CRTC's Canadian production activity, most record companies in Canada are U.S. controlled, and the radio station which had shown some great interest in risking the field of production is CHUM's Harry Boyle, who recently came under fire for his new famous Canadian pop group, the Grapes. A great deal of his enthusiasm and somewhat gushed in his comments.

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In the Andrews' article, Columbia's Ontario promotion manager Charlie Camilleri, expressed what was per- haps the most interesting of all the people who attended the meeting when he suggested that the natural reaction is that CHUM is moving into the music business. He was quoted as saying "Any record company who buys distribution will be awfully disappointed if they don't. This record with The Tote Family, with one number, is not going to live like Dixie Coke. We want an option on their exclusive rights to anything that an artist does. If it's another Canadian talent, you can't kick it out of here." He also pointed out that Bobo Sherman, Pierre LaLonde, Porter Wagner have all music to be used in the radio network's coming "Lightfoot Live" series.

Collectors To London

MONTREAL — The Collectors, one of Canada's leading rock groups, have signed with London Records. The label has backed a group master with Solway and talk out one deal. One of the requirements in the deal is that the collectives must produce the following of Tedlec Buys Masters

NEW YORK — Tedlec Records, via Kurt Richter and Gunther H. Barchert, who was acquired for German-Austrian-Switzerland the single "John & Mary Get Married Day" by John & Mary, produced and published by Ivan Mogg.

5000 disks to ensure stock availability in the stores. It's common knowledge that CHUM, a chart listing on their survey almost always guarantees a sale of between 5,000 and 10,000. CHUM has apparently made it clear that no undistributed radio station from Canadian soil and possibly eliminate any Canadian radio station from the Capitol/ CTC attempts to create a record production. Most record companies in Canada are U.S. controlled, and the radio station which had shown some great interest in risking the field of production is CHUM's Harry Boyle, who recently came under fire for his new famous Canadian pop group, the Grapes. A great deal of his enthusiasm and somewhat gushed in his comments.

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Various U.S. Deals By Reuter & Reuter

STOCKHOLM — Lennart Reuterstokld of Reuter & Reuter Forlag AB completed a number of publishing deals during his recent trip to the U.S.

Reuter & Reuter's general contract with the Big 3 (Roberts-Feist-Miller) for representation in Scandinavia has been extended. The company's tie-in with the Big 3 is more than 25 years old. Another extension is with the TRO Organization via Musikforlaget Esben.

Lots Of Music Cut Via Early Morning

TORONTO — A little known Canadian producing fact came to light recently with the announcement from Alex- ander Mair, general manager of CTS Ltd. in Toronto, that an important headway material from its catalog is making on the interna- tional airwaves.

Perhaps the best known Canadian composition to appear on Early Morning is Gordon Lightfoot, who has an exceptional tally of success by Canadian artists. The just released Harry Belafonte RCA set of "Honeymoon Bound" cont- ains two Lightfoot penning, "Softly," and "The Last Time I Saw Her." The George Hamilton IV RCA re- lease of "Lightfoot's" Home From The Forest and "Bitter Green" while Liza Minnelli is headlining an RCA Lightfoot selection of "Wherefore & Why.

Harry Lightfoot is also associated with Early Morning, is composer of the "Hallowe'n" cut on Judy Collins' Elektro LP "Who Knows Where The Times Goes," Rolf Kempf is from Ontario.

Harold Smith Dies; Music Man Was 71

TORONTO — Harold S. Smith, ma- jor Canadian recording industry ex-ecutive, died on Christmas Day. He was 71 years old. Smith was president of Harold S. Thine & Son Ltd., a company he formed six years ago to handle the distri- bution of various lines and accessories including the Wallace needle line, etc.

Prior to forming his own company, Smith was associated with the distribution and management of the early Canadian Records organi- zation. Later, he became General Manager of Capitol Records when he was largely instrumental in building and guiding the activities of the company to the successful and impressive operation existing today.

Funeral services were held Wednes- day morning Jan. 4th in the Chapel of Miles, a special home in Toronto. He is survived by his wife Opal and two sons, a member of the Toronto Board of Trade and the London Hunt Club.

Gruner & Jahr, German Mag Co., Establishing Disk, Radio Firms

HAMBURG — Gruner & Jahr, the giant magazine publisher (e.g. Stern, Berliner Morgenpost, Capital), has started operations in the disk and radio fields. The company has negoti- ated a deal with Ariola-Eurodisc to make three records and to publish three priced LP's to run from $1.25 to $2.50. Both companies will contribute to the operation. A higher priced line for special pro- duction records will also be a part of the operation.

The German disk trade has expressed interest in the radio venture, since it often leads to an increased awareness and exposure of disk product. Simultaneously, 10 million Germans visited Spain. The figure for 1970 is expected to show an even greater tourism.

Ariola-Eurodisc Opens Holland Co.

HAARLEM — The German record company was named Ariola-Eurodisc, which has set up their own record company in Holland under the name of Ariola-Eurodisc. The man in- dustrious director is appointed. Jan van Schalk- wijk has been active in record and music publishing field for many many years, and who owns music publishers and N.V. X. Purpose of the new setup is to turn into a major third party dis- cuss labels, especially by a strong artist promotion and an active mar- keting policy. The distribution of records is given to C.N.R. in Leiden, whereas the marketing promotion is to be looked after by the staff of the Dutch Ariola company. Ariola-Euro- disc will start with its repertoire by attracting new labels and by making local productions.

5th Dim'l Deal By Renee's Firm

NEW YORK — Joe Renee, president of Renee Enterprises, has made his first international production deal.

A long term agreement has been signed with Bizz Music Productions, Inc., a subsidiary of Editions Bizet, Brussels, Belgium, has its sound version personally A&R'd by Renee will take place before the end of the month and will feature an international program for Or- eans Soul.

All arrangements for Joe Renee for Bizet Music will be released worldwide, and subsequent recordings may be sold out of the United States, Canada, and all the air, aiming at the international market.

Renewch To Chappell

TORONTO — Chappell Music has an- nounced that Renewch Ltd., Renee as its representative in the province of Quebec.

Chappelle of Montreal, Renewch, studied piano at McGill and the Royal Conservatory in Toronto, has composed songs recorded by Paul Anka and Eddie Fisher and is currently working on the new Chappelle musi- cals, "Salvation" by C.C. Courtney and Peter Link and the Alan Lerner and Andre Previn production of "Coco."
SUMMER MUSIC FESTIVALS

Summer music festivals are already a tradition in Argentina, although they are not competitive and haven't reached their peak, in strong hit tunes as has happened in Italy or other European countries. But this year the Festival is more aggressively organized, and are more varied than ever.

The English "King of Blues", John Mayall, was a guest star in 11 concerts in Germany with his new 10th album, "Jack the Green". Among the many famous artists, Peter Hammill, Joni Mitchell, Carla Bley, Nicky Hopkins, John McLaughlin, The Moody Blues and the many others, will make a historic appearance at the "Herbst in Dortmund" Festival, on October 30th and 31st.

SILBERNE MUSSUNDIGER

The German music magazine "CashBox Germany" has published an article about the "Silberne Mussundiger" (Silber Telescreen), and Liselotte Pulver and Vico Torriani got the "Bronze Bildschirm" (Bronze Telescreen) award, the oldest German tv prize. This is the only tv prize in Germany based on a poll.

On the 31st of January, Dallai Lavi will come to Germany and present herself for the first time in German tv. She will also perform her little hit in Germany with the title "Love's Song", written by the Caeschkocomposer team Kluger/Fishman. Dallai Lavi will also talk about her great success in "Play Ball", the ballet by Peter Balzer, based on Johann Sebastian Bach's music which is interpreted by Janis Loesser, will have its premiere in the Hamburg Garnison Theater on the 2nd of March. Many arrangements between May and November are planned for the "Berlin Film Festival". The festival will open with the meeting between the 9th till 21st of May. The 20th International Film Festival will take place on the 25th of June and go on until the 7th of July. Last but not least there will be the "Bayerische Jazz Tage" between the 5th and 8th of July. Dallai Lavi announced a worldwide campaign for German copyrights. For the purpose of this action an instrumental LP with 14 titles by famous composers has been released. Rudi Brunn, Klaus Doldinger, Horst Jankowski, Heinz Kiesling, James Last, Henry Mayer, Peter Moesser, Lotar Musch, Lotar Olias, Werner Scharfenberg, Peter Christoph, Lotar Zacharias. This LP is released in Germany on an United Artist label in co-operation with the "German Chart". SERN. On the world market it is sold on Liberty/GA Records.

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EDITORIAL:

Route Inventory Time

At this time of year, a vast number of retail stores pull an inventory to learn the amount of product on hand and the volume moved out to the public, thereby determining the profit or loss of the operation in general, but even more important, in a specific sense. They learn thru inventory inspections which items moved best and which have been dogs past twelve months, and then act accordingly.

There's no secret in the fact that some owners of bigger operating companies, especially those in metropolitan urban areas, rarely if ever visit their locations. This is the job of the route collector . . . the guy who represents you the operator at your stops twelve months a year, and this is the guy who enjoys a compliment now and again on his selection of music for the jukebox or for this or that particular game he brought in. He's also the man who gets all the location steam when something goes wrong.

This last remark cannot be more strongly stressed. The route collector gets the grief while you the operator make the money. Since he usually has no vested interest in the profitability of the route, this grief rolls off his back so as he gets to the next stop, and you hardly ever get to hear about it . . . or worse, do anything to correct it.

We're not knocking routemen, just pointing out that an employee can never put the care into an operation the owner can, for obvious reasons. This is why we urgently recommend that every company principal make it his business to visit his stops periodically, check out the equipment, the record titles, the play appeal of the game, and yes, listen to all the grief his collectors have been hearing.

Today, as operating companies stand in a position to add up the receipts and expenditures of the closing year, is the right time for a good old fashioned route inventory. The operator should sit down with his record books, check the average weekly net collection from every location against the expense of the machine, the labor, the parts and supplies, maybe the interest on a loan and see exactly what he's really earning from each. Armed with this information, he should then select, at the very least, the bottom 50% of the stops (based on earnings) and set out to visit with each and learn what's wrong and what steps can be taken to boost the income.

Before hitting the locations, prepare some kind of basic fact sheet, to be filled in when you conduct each inspection. Facts to be logged in include: type and condition of each machine, the vintage of record titles on the juke, the play appeal of the game(s) based on a customer opinion, and let's not forget, where the machines are placed at the location. Are they in plain sight or does someone have to tell you where to find them. Out of sight, out of mind, no?

Back at the route headquarters after the inspection (which realistically shouldn't take more than two weeks on the average), the operator then sits down with his collector(s) over coffee and dopes out each stop. Will he be surprised at the wealth of information he learns? Will he be really surprised at the boost in income he'll enjoy if he takes steps to correct the faults and improve service where indicated.

In-person location visits are a must for the sensible operator. Don't wait to go until it's too late — when your location calls with the classic phrase: "you'd better take your machines out . . . I've got another guy coming in who's gonna give me better service."
Rec. Equip. Seen Vital To Coin Dealers

NEW YORK — One man uniquely suited to say whether or not coin machine dealers, and operators, are capitalizing on equipment sales to homeowners, is Spoleto Shuffler's national sales director Sol Lipkin. One of the most popular, and experienced, sales representatives in both the coin and the home and commercial recreation industries, Lipkin speaks with small authority when he categorically states, "Recreational equipment sales departments at a large number of our coin machine dealers have already put them in the mainstream of the home and commercial delivery business in many communities. And while the main product has been, and is, the home 6-pocket pool table, several other non-coin items have helped greatly to round out their product line."

While specializing essentially of American Shuffler dealers, which include distributors and many operators who handle this line on an exclusive territorial basis, Lipkin's sales trips have disclosed information to him showing that many competitive companies are working closely with their dealers to effectively exploit the vast homeowner market.

"To stress the profitability in selling pool tables to homeowners is really unnecessary today," Lipkin stated, "just expect to repeat to the men to get on this that every distributor and operator is in an unusually unique position well and to install and carry this product. And in many cases, all it requires is a minimum of advertising to let the community know they've got the product, the price and the ability to follow up on the sale."

"What I'd really like to stress is the appeal of rebound pool tables, coin-operated and the like, to homeowners. The rebound pool tables serve a number of purposes the bigger tables can't, especially since their small size can place it virtually anywhere. The smart salesman will never let a pool table customer walk out because he hasn't enough room to house a 6-pocket without at least showing him a rebound. Sales of our own 6-pocket tables in the past three months are exceptional... I'm not exaggerating. This has to prove there's a solid home market for rebounds."

Lipkin, with American general manager Nick Melone, will be showing their non-coin line at the National Sporting Goods Show next week in Chicago. Items on display will include the 6-pocket Canada, a 6-pocket line, their Bridge Pool game, the Royal Bank Shot and Eagle home shuffleboard, and a new 16-pocket line.

"We're looking for the rebound to catch on among coin dealers across the country," Lipkin ventured.

New "Quiet" Can Unit
Ships From Westinghouse

The new Westinghouse WS 170-5 serpentine vendor delivers cans smoothly and quietly — without the clattering characteristic of most serpentine vendors. The Westinghouse track design sets the cans gently rolling so that they are guided noiselessly through the curve rather than dropped from above to level. The result is no can clutter and hopper customers.

The new "quiet" can selection vendor that will dispense up to 170 10-ounce or 170 12-ounce cans per minute, is designed for use in both retail stores and supermarkets. It can dispense steel, aluminum, or a combination of steel and aluminum cans without accessories or with insert cards. Its entirely new track serpentine design provides easy loading through readily accessible openings.

In addition to its track design, the WS 170-5 is engineered with many other features which are designed to make easy loading through readily accessible openings — for service personnel, hospital and other institutions. Specifications are as above at a recent educators convention.

The new Westinghouse WS 170-5 serpentine vendor delivers cans smoothly and quietly — without the clattering characteristic of most serpentine vendors. The Westinghouse track design sets the cans gently rolling so that they are guided noiselessly through the curve rather than dropped from above to level. The result is no can clutter and hopper customers.

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Many Familiar Faces To Dot Exhib Floor
At NSGA Show

CHICAGO — Coin machine people should be represented at next week's National Sporting Goods Show at Chicago's Navy Pier (Feb. 1-5), based on reports coming in from dealers. Many of our people will be seeing this enormous mass meeting of exhibitors and retailers for the first time and no doubt will be looking for faces that stand out. As the field is so vast, there should be plenty of opportunity to search out these friendly voices in a sea of what will look like total confusion.

Coin company principles to be on hand and representing their respective lines will include: Aaron Goldsmith at All-Tech, Nick Melone and Sol Lipkin at American Shuffler, George Sodini and Mack McIsaac at Brunswick, drink cans at K&H, Bob Todd and John Rafter at Eastern Novelty, Charlie Bailey at Fischer Mfg., Irving and Howard Kaye at the Irving Kaye Co., Gordon Murray at Murray & Sons, Paul Kotler at National Shufflerboard, his sons list products like and pool tables at Billiards and Earl Feddick at Valley Mfg. & Sales.

McKenney
Sadini

Brunswick's Sodini and McIsaac (general sales manager and coin division manager respectively) are well known to the sporting goods industry but will be saying hello to some coin people for the first time at this show. They will have their own people working their head their marketing drive on the CB-7 coin-operated 6-pocket table, is particularly interested in the present trend toward home equipment sales for traditional coin machine dealers. "Our CB-7 coin table offers both distributors, and especially operators, the ability to instantly convert from coin to non-coin via our one piece conversion kit. This is an ideal machine operation whereby the operator unbolts the coin drawer and inserts the free return box. No carpentry is necessary. The CB-7 is also engineered to let the operator recover the bluestone top with new cloth without removing it from the table. Just unbolt the cushions and you've got it," he indicated. Brunswick will be showing their entire line of pool tables, shuffleboards and all other products. Sodini and McIsaac are above at a recent educators convention.

Copyright Status: Ups Oger Salesmen Drop "WMS. Amend." WASHINGTON, D.C. — The current status of the federal copyright revision that the Senate Judiciary Committee has approved and voted upon by the House on April 11, 1967, is threatened by the so-called Williams Amendment. The Senate version of the revision, dubbed S. 543, with the Williams Amendment, would add an additional dollar to the royalty to record companies and artists, another 50¢ as a "registration fee." It is expected that this vote will be taken on or about the 17th of this month. The "registration fee" was a recommendation of the "registration revolution" the House was said to be working on. The original fix file the House was working on was a $1 per box fee figure passed by the House in order to voice its opposition to the "Williams" in the fullest, jockey operation of the fee, put up its senator's visas through the mail and phones to declare the industry's position.

Needless to say, residents of states whose senator(s) sit on the Judiciary would be well aware of beating back the Williams Amendment and insuring the passage of a true companion bill in the House. Here are those committee members:


Vending Rep Retires

Jack Prokop

NEW YORK — Jack Prokop, director of domestic military sales and manager of vending machine sales for Philip Morris, U.S.A., has retired after 32 years of service with the company. He is expected according to an announcement made by the H. J. Lehigh chief, to remain as a consultant to the company. A native of Brooklyn, N.Y., Prokop joined Philip Morris as a salesman in 1941. He was named a district manager and sales manager in 1949. He joined the U.S. Army in the South Pacific during World War II and was named, successively, as assistant general sales manager in 1947. Technical Sergeant in the United States Army, he was named, successively, as assistant general sales manager in 1947. He was appointed director of the company's sales department in 1951.

Jack Prokop, a native of North Palm Beach, Fla., with his wife Josephine, is a member of the defense Service Association, a charter member of the Palm Beach Country Club. His retirement plans include a heavy schedule of sailing, fishing, golf and bowling.

Electric Scoreboards...2 Models

MARVEL Mfg. Company

Heavy-duty steel. Dark green creamed. 220 volt. 60 cycle. 10 1/4 x 12 x 5 1/2. Electric counter optional.

$249.50 FOB Chicago
$269.50 FOB Denver

New 1970 Billiard Supplies Catalog available.

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Cash Box — January 31, 1970
Saturday night. Every night.

Here's a new phonograph that makes the week seem shorter and the nights seem longer. After all, counting money has it all over counting sheep. Brilliant color panels invite more play. Stand-up selection with vertical title strips for more customer appeal. Integrated circuits, swing-out components and unbreakable grills make service short and profit long.

"we want you to take it easy"

Rock-Ola Manufacturing Corporation/800 N. Kedzie Ave./Chicago, Ill. 60651
**Cointronic Captures Apollo 11 Thrills in ‘Lunar Lander’; Dealers Impressed**

MOUNTAIN VIEW, CAL. — Economists might point to NASA's Apollo 11 Mission as an enormous expense to the taxpayer but will freely admit that it's provided American industry with one of the most effective merchandising tie-ins ever. Numerous products—from breakfast drink to coin-operated phonographs and pool tables—have nominally associated themselves with that proud name Apollo, but one item has gone completely "Apollo 11" in its concept—the ‘Lunar Lander’ game by Cointronics, located here in Mountain View.

Most operators and dealers by now are aware that 'Lunar Lander' is essentially a skill game which requires the player to maneuver a small replica of the Eagle lunar module to the target zone "Tranquility Base." The player gets five tries for a $ 25 piece, or ten for the quarter (if converted to a $ 25 vend). He's scored according to his manual dexterity, much as in the helicopter styled games. Game play is accompanied by most authentic audio space sounds, including the classic "Tranquility Base here..." the Eagle has landed' each time he hits the mark.

Amusement game operators may inspect the Lunar Lander at the following exclusive distributors (those operating in territories not serviced by one of these dealers should contact the Cointronics factory for a representative in their area):

**Cointronics president Ransom White, developer of the Lunar Lander.**

Active Amusement Machines Co., Philadelphia, Penn.
All-Coin Equipment Co., San Antonio, Texas.
Betson Enterprises, Inc., North Bergen, N.J.
General Vending Sales Corp., Baltimore, Md.
Lieberman Music Co., Minneapolis, Minn.

**Peteet Instructs N.Y.S. Juke Mechanics On Wurlizter Statesmen At Bilotta’s**

NORTH TONAWANDA — Seventeen service technicians, representing prominent phonograph operators, attended two recent service schools sponsored by the Wurlitzer Company and hosted by the Bilotta Enterprise, Inc.

Both schools were conducted under the direction of H. W. "Hank" Peteet who is a field service representative for the Wurlitzer Company. One of the schools met in Albany, the other school in nearby Newark, New York.

Newark is the headquarters of Bilotta Enterprises, Inc., located at 224 North Main Street with Neil Berard as its manager. Robert Gavin manages the Albany location at 388 Broadway. The jovial peregrinator, John Bilotta, is president of this enterprising organization.

Those who attended the Albany service school were Walter T. Ries of Walt’s Music, Scotia, New York; William Macarelli who represented his own company, Macarelli Amusement Company of Catskill; William Ogden from Bilotta Enterprises, Inc., Felice P. Calozzo from CNC Novelty Company, Schenectady; William C. Lewis from John Albert Company of Albany, and Donald Lamparello of Albany Amusement Company. From Red Aire Amusement of Schenectady came Richard Martin, Robert Sullivan and Cardinal Pombo; attended from Sullivan’s Vending of Syracuse, New York. The following service technicians attended the service school in Newark.

**Mini-Rock Bows (continued)**

ED DORIS — "All the beauty of the 445 in a compact version".

Graph speaker. Permits graduated or attenuated control of volume on main speakers without affecting extension speakers.

SPEAKER COMPLEMENT. Two 12" woofers and two 5½” x 7½” oval tweeters.

PHONETTE WALLBOX. Personal listening pleasure and volume controls. Mounts anywhere. Programs LP’s or singles. 36-lb or 45 r.p.m. records. Model 505-F compatible for 100 or 160 selections. Fifty cent coin chute standard. Allows instant conversion from standard play.

COIN SWITCH PLASTIC PROTECTOR COVER.

FLIP DOWN PROGRAM HOLDERS. SINGLE UNIT SELECTION PANEL. Price card, credit signal window and coin slot.

BEAR ACCESSORY HOUSING AND COIN MECHANISM. This is removable and electrically operable for service while in phonograph.

SLotted precision casted magazine hub for record indexing.

Grill Latches permit instant removal of front grill for cleaning and service of inner grill.

The Rock-Ola Model 443-100 selection phonograph has a cabinet measuring 52” High - 31½” Wide- 26½”. Deep. Weight of the machine is 250 pounds.
TWO NEW HITS
The 1970 Seeburg Space-Age Coin Phonograph
APOLLO
and
CATHY CARLSON
ABC Paramount Recording Artist*

*Latest Single — “I Never Need Anybody” (11248)
Nashville Cash TRY ZZ CALL Truck WALKING Toon Barney:
NEW
STEVIE a great No:ORD Son SIMON RAG 103RD Sorry BRIDGE THE TRAVELIN' THE CREEDENCE NEVER BOBBY

For the first in Shuffles and Bowlers, insist on
"United"
Now Delivering
E P S I L O N
BANNER SPECIALTY CO.
1508 Fifth Ave. Pgh., Pa. 412-471-1373
Exclusive Factory Authorized Distributor for Pa., N.J., Delaware, Md., D.C.

A Full Line of Coin Operated Recreational Tables from
American SHUFFLEBOARD COMPANY
210 PASERSON PLANK ROAD
UNION CITY, NEW JERSEY

"The House That Quality Built"

SEE WHAT YOU
GET FOR
$175.00
Rowe "77" with Quarter Changer CANDY $175.
Rowe 20/700 CIGARETTE $175.
Reconditioned — Ready To Use
Exclusive Rowe AMI Distributor E.S.Pa., S. Jersey Del., Md., D.C.

76
Lease Truck, Don't Buy, Says University Study

CHICAGO — An impressive study comparing the expenses of truck leasing to outright ownership has been completed by Chicago’s University Research Center, Inc. with copies available to those interested in saving operating costs. The study is based in part on cost data from 1,358 companies that owned and operated 1,939 trucks, of which 87 were service companies. The study also drew upon data compiled through an examination of the records of three major national truck leasing networks which reportedly supply approximately 7,000 trucks to users throughout the United States, on maintenance lease.

The report, available in a 40-page booklet, reached a number of conclusions which bear import to route operators.

In general, it found that private trucking costs have been consistently underestimated and overlooked. The waste that has occurred and continues to be incurred is enormous,” it reported. On the other hand, the truck leasing industry itself, appears to have overlooked the true nature of its service and its economic value and as a result, “full service truck leasing has been delayed in its growth.”

If full service truck leasing can do the job at the same cost and deliver the same quality as truck purchase and maintenance fees, it would not pay for the firm to take on all the risks, problems and headaches of procurement and maintenance, the report stated. The fact that additional savings on operations will accrue to companies in some situations is a bonus. Furthermore, the report said that the capital saved by leasing for use elsewhere in the business may produce an additional bonus. Finally, truck costs are guaranteed by the leasing company in advance.

One interesting point stated many firms that would prefer not to bother with servicing and maintaining their own trucks are nevertheless doing so “in the belief that they are realizing savings.”

Saying that no part of a business should be taken for granted, the study stated that every sector of a company’s operations must be subjected to the most severe scrutiny. It reported that in leasing rather than outright purchase and maintenance. The cost of goods sold is calculated on the gross margin and then a whole host of “selected operating expenses” are listed. Where in this D&B cost compilation, the report says, does the expenses of freight, transportation or delivery appear, and the oversight is common.

The report offers a wealth of statistics and a number of comparison charts from which the route operator might discover benefits in a leasing rather than outright purchase and maintenance. At the very least, the report does make clear that many companies are ignoring many of the trucking costs in their overall operating expense breakdowns.

Entitled “Truck Costs — A Comparison of Private Ownership and Full Service Leasing,” the study may be obtained from the University Research Center, Inc., at 121 West Adams Street, Chicago Illinois, 60601.

Security Units from MMI

PALO ALTO — Security, the keystone to sustained profits in the vending industry, is built into the rugged new line of changers manufactured by Micro-Magnetic Industries, Inc.

At the recent National Automatic Merchandising Association convention, the new MMI changers offered visual proof of such ultra-light security features as these: Door and cabinet side-walls constructed of heavy (4") steel. Optimum strength results from lapping corners and edges, giving full weld-strength construction. Formed steel plate hinges support doors in nylon bushings. A new locking system works like a bank vault door. Six cam-actuated locking lugs secure both sides of the cabinet door. Lugs are driven by a fixed, welded cam assembly and actuated by an operating lever built into the door. The door is closed by a "cinching" locking operation which draws the door and cabinet steel inward. MMI's registered series of U/I listed locks makes sure that only authorized persons can get into the vaults.

Ben Chiocksky

NEW YORK — Music and games operators in the wide metropolitan area are currently doing the "democratic thing" thru a postcard vote to determine the site on their next combined associations anniversary convention.

Ben Chiocksky, general manager of the Music Operators of New York, who announced from out all details for his group and the Westminster and New York State Operators guilds, is offering a choice of five locations for the 1970 convention, to be held May 14-17. The choices are:

Four days, three nights at the Thunderbird Hotel in Las Vegas.
Four days, three nights at the Kings Inn on Grand Bahama Island.
Four days, three nights at the Britannia Beach Hotel on Paradise Island in the Bahamas.
Four days, three nights at the Clarks Hotel in Las Vegas.

Three days, two nights at the Homestead Lodge at the Catskill Mountains.

Chiocksky said a number of the associations' members had asked to have a different location for future conventions, since the Catskills have been the scene for at least the past few years. All three associations are made up of members who have been mailed information on the five package trips, with an enclosed card to return indicating their preference. Ben hopes the cards will be returned by this week and urges all who have received them to make their decision now and put the cards into the mail.

"Only by an overwhelming turnout of cards will we be able to get an accurate consensus of opinion on the convention location which will please the majority of our members," Ben stated.

Security Units From MMI

30 WAYS TO BUILD SCORE

3-WAY SPECIAL

Depending on optional style of play, SPECIAL scores ADDED BALL delivered to shouter tip or EXTRA BALL shot on playfield or 5000 POINTS * Quick easy value"..."

Popular SPELL-NAME BONUS

Lighting KING REX by crossing Top Rollers and hitting Side Targets scores SPECIAL* ** No 3 WAY SPECIAL

Hefly Flipper-Arms, clad in flat springy rubber, add distance and power to every flipper maneuver.

Cash Box — January 31, 1970

N.Y. Operators Vote On Convention Site

1. ADD-A-BALL
2. EXTENDED PLAY
3. NOVELTY

Bally Rex

5-Ball Play

New SHIFING SPECIAL LIGHT

When REX is lit* SPECIAL 3000 *

Says Bally REX and Main-Target Center, each scoring SPECIAL** if hit when lit

** Lit by hitting left or right Mushroom Bumper

ONE DOZEN
1000-POINT HITS

New KICK-BACK FEATURE

When KICKER light is lit* shot ball into Left Out Lane is KICKED BACK onto playfield for continued scoring action

See your distributor or write BALLY MANUFACTURING CORPORATION • 2640 BELMONT AVENUE, CHICAGO, ILLINOIS 60618, U.S.A.
MR. OPERATOR!

If you want a 50% cash increase, install Davis rebuilt equipment set for 2 for 25¢ play.

Follow the lead of many progressive operators and place the new Apollo Seeburg in your top locations at 2 for 25¢. Cover all other locations with Davis rebuilt Seeburg Consoles — a 5% increase over 3 for 25¢ play.

Here they are:

<table>
<thead>
<tr>
<th>Location</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Seeburg SS-160</td>
<td>2 for 25¢</td>
</tr>
<tr>
<td>Seeburg Fleetwood</td>
<td>2 for 25¢</td>
</tr>
<tr>
<td>Seeburg Electra</td>
<td>2 for 25¢</td>
</tr>
<tr>
<td>Seeburg LPC-480</td>
<td>2 for 25¢</td>
</tr>
<tr>
<td>Seeburg LPC-1</td>
<td>2 for 25¢</td>
</tr>
</tbody>
</table>

Location owners will love their increase too!

EASTERN FLASHES

ON THE AVENUE — Great seeing Teddy (the Chemical Co.) Sedel "logging" along coinrow these days. Ted's looking great and still nailing down a few new accounts that no doubt will be big increases for the operators he helps out. Local traders were buzzing about the sale of one of the biggest metro area music and games routes to an even bigger operating company. People we all know, too. However we checked, and learned the "sale" is only in the conversation stage at this time. Plenty of friends and business contacts were down with that crazy flu last week; we're thinking of them all. The "jockey" has been out of the darts, lads. Kindly hoping that the association members hearabout our request for one of the Bahama trips for the May 14-17 anniversary convention. Haven't had any sun since we accidentally walked out the side door of the Homowack Lodge of an afternoon, trying to get to the "john." When Al Simon returns from the Rock-Ola vacation trip (now in progress in Europe) he'll find a brand new compact juke on the showroom floor with Rock-Ola's 100-selection 443. It's a Junior-sized version of the big 442 machine and cute as a button. Sure to generate much play without taking up much space, this juke will be showing Williams' great looking (great playing) 49′s four player pin-game, for ops in those territories. We always felt the appearance of a games route was the job in getting good play, and the 'Gay 90's' four player pin-game, looks in abundance. So many of today's games are real "salesmen," and we don't mean "silent salesmen" either, what with the new sound effects. Midway's Flying Carpet is a perfect example of a game that just goes on and on into playing it. This is real merchandising — the presentation of a product in a manner calculated to induce the patron to buy beyond his original intention. And good merchandising usually makes the difference between an ordinary operation and a highly profitable one.

THE JERSEY BOUNCE — By this writing, Bert Beut at Beto Enterprises should have received two great new Country Jukebox-Rock-Ola's 443 compact juke and Cointronics' new Lunar Landers. It's a Mini-Cooler they're building for two out at Irv Morris establishment in Newark. The new Gottlieb 2-player pinball, by that name, is quite a bit different from past Gottlieb tables and promises to make a slew of coins for games ops. Over at the Runyon spread, sales exec Morris Rodi's wearing a crown to commemorate Bally's crowning achievement — the King Rex single player pinball, now on the showroom floor and ready for location. This is a very versatile piece which can be tailored for any type of location, in virtually any territory, and must be seen. Nick Melone, Sol Lipkin and their staff will all be off to Chicago end of this week, setting up their Navy Pier exhibit to start doing business early Monday morning, as the 1979 National Sporting Goods Show gets underway.

AROUND FUN CITY — The "city of extremes" was gripped in an extreme cold wave last week (as if we have to say so), making the difficult job of marking the rounds of the routes even more difficult. Such figures as 10° below zero were reported up in Peekskill, Al Kress' territory; Big town itself was a bit "warmer" but with its abnormal humidity, the climate was much more uncomfortable. But cheer up, we heard the wind-chill factor in Chicago served up cold! No great winter surprise, armed with a darn sight colder than Anchorage, Alaska, are. Among those lucky people who managed to get away from the rotten weather were Mrs. Gert Browne and Mac Douglas of Parma.

Elevate your profits with the proven money maker from CHICAGO DYNAMIC INDUSTRIES, INC. - CHICAGO COIN'S MACHINES D.V. - CHICAGO DYNAMIC INDUSTRIES, INC. 1733 - DUANE ST. - CHICAGO, ILL. 60603

Proven Profit Maker!

CHICAGO COIN'S
Sensational SUPER CIRCUS RIFLE GALLERY
- New, Unique Sound System
- Double Depth Illusion
- 10¢ or 25¢ Play

ALSO IN PRODUCTION: SPEEDWAY MOM SHOT • ASTRONAUT

PHILIP MORRIS U.S.A.

Wins NATD Award

PHOENIX — The National Association of Tobacco Distributors has presented its award for having "the most original exhibit of more than two booths" at the NATD Convention last year, to Philip Morris U.S.A.

William Kakin, president of NATD and of Modesto Tobacco and Candy Company, Modesto, Cal., officially presented the NATD Trophy to L. Berkowitz, vice president and assistant director of marketing of Philip Morris U.S.A., at the Western Retort Conference of the NATD, held at the Arizona Biltmore Hotel here.

The Philip Morris award-winning exhibit featured a large center case where tobacco distributors were propped up with personalized, confidential pin-counts proving the existence of effective and accurate evaluations tobacco managers, including the number of cigarette sales, dollar sales and dollar sales of non-tobacco products, and of retail accounts. The analysis included such information as the number of carton sales, dollar sales, and dollar sales of non-tobacco products, as well as total retail accounts. These figures were then updated on both a weekly and yearly basis.

Berkowitz said, "It represented part of our corporate emphasis called the 'System Selling Service' to provide our customers with a broad view of the challenges and opportunities facing progressive tobacco distributors today."
CHICAGO CHATTER

On January 20th, MOA’s executive vice president Fred Granger celebrated his sixtieth anniversary with the national association. “I’ve never regretted this move to MOA,” he said. “I’ve come to really know and like this industry and the many fine people in it. Fred’s personal accomplishments during the past six years are to numerous to mention, but suffice it to say, MOA has certainly come a long way under his guidance. Our congratulations, Fred.”

Joe Kline huddled with Rowe’s Hank Hoevenaar last week, as the latter was up a series of Atlas hosted service schools on the MM-4 Trimount phonograph. Datto’s will be available. Meanwhile to us the distills is enjoying hefty sales activity on the MM-4 model. Sales are also reportedly way up on Rowe vending, amusement games and pool tables which Atlas handles in this territory. Omaha, Nebraska, temperatures in the minus country, is currently experiencing some bad weather, and that’s putting a damper on vending features, road conditions, etc., are hampering our salesmen, and to put a damper on a business. Talked with Hymie Zorinsky of H.Z. Vendinger and he insists that he’s not at all happy with the above conditions. We’re going along, he says, as best we can, H.Z. has been doing very well with the Rock-Ola 442 console phonograph, and we are told he is shipping with the brand new 443 compact model. Another very popular area in Chicago is the Coin Speedway game. Hymie is anxious for the long awaited shipment of the new Rock-Ola “D” model, just released by the factory. Incidentally, Eddie Zorinsky and wife are among the lucky travelers enjoying the Rock-Ola trip to Spain, Portugal and the Canary Islands. Their attending representatives from Fischer Mfg. Co., of Tipton, Michigan, are coming into Chicago for the National Sporting Goods Show (Feb. 18), and proxy Charles Bailey, Comfort Mfg. Co., and Kowens, Fred Blass, Ralph Thrasher and Sam Rubin. Fisher will have six booths in which they’ll exhibit their complete line of metal pool tables … RMSA (Recorded Music Service Association) will hold a meeting on Thursday, January 23rd at the Commodore Hotel. Guest speaker will be a rock-n-roll pruner on the subject of the “National Legislation Pertinent to the Coin Machine Industry.” He will also elaborate on the current status of the copyright bill (S 943) now before the House Judiciary Committee.

At Williams Electronics, Inc., all eyes were on “Gay 90’s,” the newly released pinball, and going great, according to Bill DeSelm, Factory’s also enjoying action on Apache shuffle alley. Older man winter is certain in his presence felt in Chicago. As of this writing, we’ve had just short of a full week of below zero temperatures, compounded by strong winds equivalent to 40 below in some areas. As a matter of fact, on Wednesday morning it was colder in Chicago than in Anchorage, Alaska. The “ gulp” we have all been waiting for from Rock-Ola Mfg. Corp. is no joke. Fine products. Firm has officially released their 443 compact model, offering 100 selections, and we are told is a real beauty. Levison of National Coin Machine Exchange is looking to forward to his first shipment of the 443, already an exciting new Gottlieb 2-player in the realm of pinball. The Wurlimatic man continues to be a very big item. Mort says operators are especially expecting this model. Wurlimatic mechanism, which is completely new, is a real beauty. The Wurlimatic man’s dream come true … What with all the commotion over an expected revival, we are sure some of our operators some good to check their record libraries now for some of those great early 50’s hits. In case you’ve forgotten some of those persistently, look at the Cash Box Year End Review edition where we list ’em all just for you! Can’t wait to hear Little Richard knockin’ on “Tutti Fruity” once again. Should be much mo coins in stores, especially at those younger adult locations.

MILWAUKEE MENTIONS

Another cold wave is upon us, folks! Not as bad, thank heavens, as a couple of weeks back, but nevertheless … Rock-Ola field engineer Bill Findlay, with an assist from Joe Egbert of Empire in Menomonee, conducted a service school (19) on the “442” at Standard Hardware in the 29th quarters in LaCross, Session scheduled for the opening hours, was a huge hit, attracting … Get well wishes to Empire’s Rev Rondou, who has a touch of the flu … Russ Townsend, of United, Inc., says operators are very impressed with the new Wurlitzer “Statesman” phonograph. Great colors and its going to be a big seller for him. The “individuals” school was held on the spot at the operator premises in the area and have been very effective, according to Bob Hardin of Seattle. Wurlitzer’s Bob Harding have been conducting the sessions and enjoying a more personal contact with the operator and service personnel, as well. United intends to continue the sessions indefinitely … Cliff Pierce (Pierce Music, Broadsheet) is on the mend, following surgery, and home. We received word from Clint’s wife, that he was released from the hospital last week and will be recuperating at home for awhile. Cards and letters would be welcomed … John Jankowski of Radio Doctors lists the following singles as active with local operators: “Honey Come Back” by Glen Campbell (Capitol), “Hey There Little Girl” by Eddie Holman (ABC), “My Elusive Dreams” by Bobby Vinton (Epic) and “I Can’t Help Myself” by Johnny Cash & June Carter (Columbia).

CALIFORNIA CLIPPINGS

“PRESTIGE” CONTINUES TO GROW FOR A.C.A. … George Murakata of Associated Coin Amusements, reports that he can’t be more pleased about the way the “Prestige” 160 A has been received by operators. The compliments, as well as the sales, have been extremely good on the “120 A.” Many people, he adds, are saying that it is one of the most beautiful machines that they have ever seen. As a matter of fact, George tells us that he is already back-logged on orders. Hear that an export order went out to Australia and another destined for the Far East. George is practically biting his nails waiting for his next shipment of the “Indy 500.” He says that he is already out of stock and he will have to come up with a new shipment of the new Indy pool tables.

SPECIAL TO BOB PORTALE … While speaking to Bob Portale of Portale Automatic Sales the other day, we happened to drop the name of Margaret Needleman, which Bob quickly replied was, “Who’s that?” We must admit that we were taken back, after all these years of writing about Margaret, that we had never met her. It’s true! She is an unknown singer who has date attempted to once come back, but none have taken. One of these days Margaret is going to bring it all home.

Operators - Distributors

You preferred to buy — rather than lease — the Fantastic COLOR-COATING System. … NOW YOU CAN

The complete Color-Coating package is now available for purchase by your firm at $995.00 complete

Under this new policy, the Color-Coating Corp., division of MONTAUK AUTOMATIC VENDING CORP., will ship and send this kit directly to operators and distributors anywhere in the U.S.A. from our Long Island offices. Price includes one year labor and warranty if breakdown occurs thru normal operation.

Color-Coating is the unique system which brings profitable new life to even the oldest phonograph, game, pool table or vendor. Its carpet-like texture is available in a wide range of color combinations puts permanent new beauty and play appeal on any machine — new or old!

To order or request further information, WRITE OR CALL

MONTAUK AUTOMATIC VENDING CORP.
120 Toledo St., E. Farmingdale, L.I. 11735
(212) TW 5-8581 or (516) 598-3747

If you are reading someone else's copy of Cash Box, why not mail this coupon today?

CASH BOX 1780 BROADWAY NEW YORK, N. Y. 10019
Enclosed find my check:

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WURLITZER STATESMAN
Young audiences respond as Andre Previn tours with the London Symphony. Musically precocious at the age of six, Previn continues to capture audiences. A highly successful east coast tour which included Boston, Philadelphia and Washington was climaxd by performances at Carnegie Hall this past weekend.

"alive alive-o!" captures Feliciano "live" for the first time in brilliant 2-LP package. Feliciano performing in concert, recorded at his recent smash at the London Palladium, includes "California Dreamin'," "No Dogs Allowed," "Mama Don't Allow It," "Light My Fire." "alive alive-o!" moves up charts as "10 to 23" continues great sales and earns Gold Record as RIAA-certified million seller.

More new country singles that won't stop at the city line.
Dolly Parton, "DADDY COME AND GET ME"; Waylon Jennings, "BROWN EYED HANDSOME MAN"; Bobby Bare & Skeeter Davis, "YOUR HUSBAND, MY WIFE"; Danny Davis & The Nashville Brass, "WABASH CANNON BALL"; Porter Wagoner & Dolly Parton, "JUST SOMEONE I USED TO KNOW."

RCA to record new Broadway show "Gantry," as "Oliver!" moves out to neighborhood theaters and up the charts. "Gantry" will bow in with Robert Shaw as the unconventional minister, as Academy Award winning "Oliver!" continues to win a place in the hearts and charts of America.

Nationwide promotion keys "DisinHAIRited" intro. On the heels of their explosive, history-making success, Radio, Ragni, MacDermot and past and present casts of "Hair" present their bonus album. Includes "The Bed," "So Sing the Children on the Avenue."

The newest things going on, are going on RCA Records and Tapes.